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Please send me full particulars of your special Brunswick Record proposition for Druggists.

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On Mixed Orders Equivalent in Value to Orders Listed Below

$\frac{1}{2}$ Doz. 12's FREE with 3 Doz. 12's	$\frac{1}{2}$ Doz. 24's FREE with 3 Doz. 24's
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2 Doz. 12's FREE with 12 Doz. 12's	2 Doz. 24's FREE with 12 Doz. 24's

In Addition Your Jobber Allows—

5 % net on 3 Doz. Assorted
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Stock "Bayer" in quantity sufficient to take advantage of Free Goods and Discounts and Greater Profit. Absolutely no risk.

"Bayer Tablets" of Aspirin are guaranteed to sell. If for any reason they do not move fast enough to suit you, send them back and get your money.



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Aspirin is advertised in your own home newspapers and the magazines. You can share, without cost to you, in the business created by this big advertising campaign by showing a Bayer window display in colors. Write for it today.

THE BAYER COMPANY, Limited, WINDSOR, ONTARIO

Aspirin is the trade mark (registered in Canada) of Bayer Manufacture of Monoaceticacidester of Salicylic-acid. While it is well known that Aspirin means Bayer manufacture, to assist the public against imitations, the Tablets of Bayer Company will be stamped with their general trade mark, the "Bayer Cross."





# To Holders of Five Year 5 $\frac{1}{2}$ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

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**T**HE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5 $\frac{1}{2}$  per cent interest, payable half yearly, of either of the following classes:

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While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, **GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.**

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Holders of the maturing bonds who wish to avail themselves of this conversion priv-

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The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st of May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

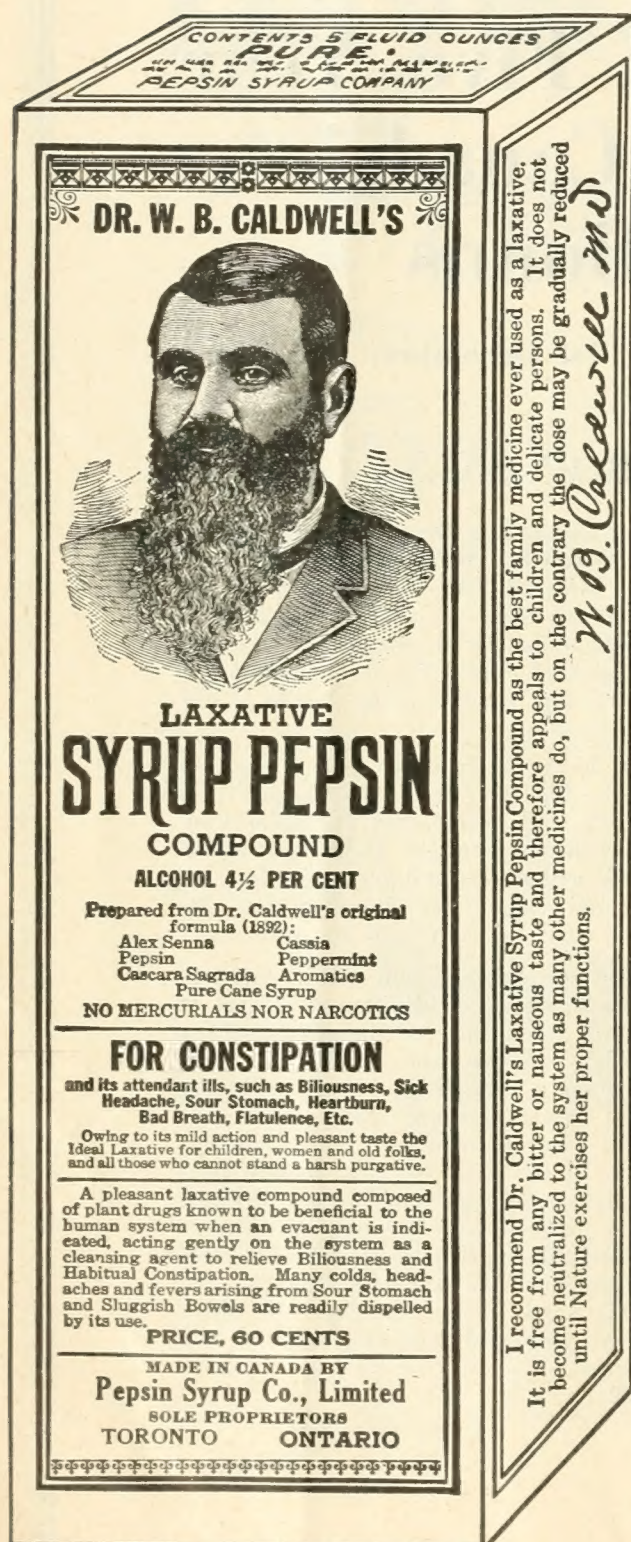
W. S. FIELDING,  
Minister of Finance.

Dated at Ottawa, 8th August, 1922.



# The Family Laxative

*For Every Home*

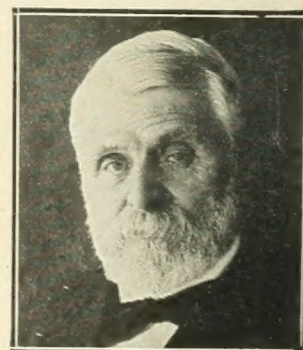


## Dr. W. B. Caldwell's Laxative SYRUP PEPSIN

60c - Two Sizes - \$1.20  
\$5.00 Doz. All Jobbers \$10.00 Doz.

**CONTINUOUSLY ADVERTISED**  
in leading papers throughout the Dominion  
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Dr. Caldwell, who is now in his 84th year, first prescribed Syrup Pepsin in his practice forty years ago and has continued to prescribe it ever since. The same formula is used today in compounding as was originally prescribed by the doctor.



Dr. W. B. Caldwell

*The portrait of Dr. Caldwell used as a trademark is from a photograph taken in 1892.*

*Write for special trade co-operation.*

**Pepsin Syrup Company, Limited**  
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"The D & L"  
TRADE MARK

# **PRESCRIPTION 1920**

Improved Hypophosphite Medication in two forms  
WITH SUGAR                      WITHOUT SUGAR

Large Size . . . . .	\$12.00 per dozen
Medium Size . . . . .	8.00 per dozen
Small Size . . . . .	4.00 per dozen

Rapidly becoming the leading preparation of the Hypophosphites in use in Canada. Extensive and continued sampling to Physicians has brought widespread and increasing response.

Obtain your share of these Prescriptions by ordering a quantity to-day. Address:

**DAVIS & LAWRENCE CO.**

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**Be Prepared for the Demand  
Order Your Winter's Supply  
NOW**

Lyman's Syrup    White Pine Compound  
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"                      "                      Tar and Cod Liver Oil  
"                      Laxative Cough Syrup  
"                      Hydrogen Peroxide  
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*Ask our representatives  
for Special Quantity Prices*

**The Lyman Bros. & Co., Limited**  
**TORONTO                      -                      ONTARIO**

*The House of Dependable Service.*

## **The World's Standard**



**MARVEL**

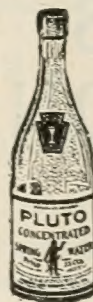
**Whirling Spray Syringe**

**MARVEL COMPANY**

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Canadian Distributor:—MacLean, Benn & Nelson, Ltd.  
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## **ONE SALE**



Starts a chain of sales that never end, and on the first, second and following sales of

## **Pluto Water**

you not only start a profit but you send a pleased customer home who will return. Pluto Water has made its place on the Drug Store shelf, in the home, hotel and dining car, and your sale depends upon the co-operation given.



**PLUTO**

A window display has been prepared especially for you. It will increase your sales—your profit, and will be sent on request, pre-paid.

**Bottled by the**

**French Lick Springs Hotel Co.**

**French Lick, Ind.**





Pay Only <sup>\$</sup>8<sup>50</sup> a Dozen  
for  
**MARMOLA** Prescription  
Tablets

## A Higher Price is Unfair to You —

A number of Canadian Jobbers have been charging \$10.50 and more a dozen for Marmola Prescription Tablets. That price is unjust. The correct price to pay is \$8.50 a dozen, because that is all the jobber has to pay for Marmola Prescription Tablets delivered to his warehouse. The jobber pays no duty or transportation charge. A liberal discount gives the jobber his profit.

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supply at \$8.50 a dozen, duties and transportation charges paid by us. We prefer to have your own jobber handle your business, but not at your expense. **Marmola Prescription Tablets** are now put up in a new sanitape package which we have adopted for all shipments after July 1st., 1922. Dilaxin, the laxative tablet made by the Marmola Company is now also available in a new 25c sanitape package, in addition to the old 50c box. The trade prices are \$2.00 and \$4.00 a dozen respectively. No retailer should pay more.

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Advanced Price 25s. net.

Chemists 23s.

Reprint of Nineteenth Edition

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BRITISH PHARMACOPOEIA, 1914

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*The Chemist and Druggist* says—"It is the largest British book of the kind whose utility is recognised equally by physicians and pharmacists, while it is also distinctive in containing information that is wanted by specialists in chemistry, medicine and pharmacy. It maintains its unique position as a national work of reference."

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Chemists on the Establishment of The King



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Broadminded!"*

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Costing more to  
manufacture—  
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merit—giving  
better service—  
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opinion from  
all who handle  
it—will main-  
tain its stand-  
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Try every kind of dye you  
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Then you will specialize on  
**SUNSET—The Real Dye.**

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THIS IS THE ONLY AGENCY IN CANADA DEALING EXCLUSIVELY IN THIS LINE OF BUSINESS.

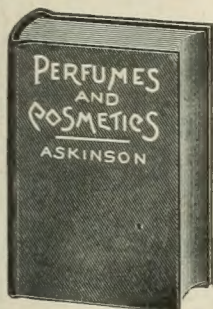
I AM PUTTING BUYERS AND SELLERS IN TOUCH WITH EACH OTHER CONSTANTLY.

*If YOU want to buy or sell, communicate at once.*

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4th Floor Elma Bldg.  
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Perfume Materials, Natural and Synthetic, and  
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Complete and simple directions are given, including accurate formulae, for the preparation of extracts, toilet waters, cold creams, skin lotions, hair washes and dyes, tooth powders and pastes, sachets, smelling salts and all other cosmetics and scented toilet requisites.

It is a book which is not only complete and practical enough to be indispensable to the maker of any of the products discussed, but which is of great interest to the general public.

As one of America's best known perfumers says,—"It is the best work on the subject in any language and deserves a thorough reading by any one interested in any phase of the perfume industry."

 Copies of this Book sent Prepaid on Receipt of Price.

**The Retail Druggist of Canada**

51 Wellington West, Toronto

**400 Pages**  
**(6 x 9)**  
**Illustrated**  
**Cloth**  
**Binding**  
**Price**  
**\$6.00**

Used in Hundreds of Hospitals and Child Welfare Centres and Creches

DOCTOR . . .

L.R.C.P., L.R.C.S. Ed., L.F.P.S. Glas., etc., (Leeds), writes:—"Your Neave's Food is suiting our youngster admirably, for which we are very thankful. She was not doing well on cow's milk and water alone."

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D.Sc. Ed., B.Sc., M.D., M.B., C.M., D.P.H. (Park Lane, W.), writes:—"I take every opportunity of recommending both your Milk Food and Cereal Food as the best scientific preparations where breast feeding is contra indicated."

YOU CAN SAFELY RECOMMEND

# Neave's Foods

Their use is counselled by leading Doctors, Medical Papers and Institutions. "Neave's" is the oldest of all Infants' Foods and has been sold all over the World for nearly a century.

*Sold in Tins Specially Packed for Canada.*

Manufacturers:

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Nearly 100 Years Established Reputation.

Gold Medals, London, 1900  
1906 and 1914; also Paris.

A TORONTO MOTHER:

Mrs. J. W. Pateman, 34 Harriet St., Toronto, in writing about Neave's Food says "When I first knew one of my friends her baby Jack was eight months old and dying by inches. She had tried three Foods because her Jack could not digest milk. At last I fetched her a tin of Neave's Food. At the end of a month Jack was rapidly gaining flesh and was bright and happy. He is a lovely boy now and she declares Neave's Food saved his life." And it did.



For quick turnover and steady profit keep Eno in a prominent place on your shelves.

Eno's national advertising, plus your counter, window, or show-case display, will build up big sales. Let us send you one of our beautiful window displays.



Summer is a thirsty season. A fizzing, bubbling, sparkling, glass of Eno is a wholesome, quenching drink, and a valuable corrective at all times.

Every bottle of Eno sold means **HEALTH** to the consumer and **PROFIT** to you.

# ENO'S FRUIT SALT

*Prepared only by*

**J. C. ENO, Limited, "Fruit Salt" Works, London, England**

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**HAROLD F. RITCHIE & CO., Limited**

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*Note:* A series of unique and attractive show cards will be gladly supplied to dealers or others interested on application to the Canadian Selling Agents, Harold F. Ritchie & Co., Limited.

'Most every druggist sells Beecham's Pills, because 'most everybody buys and uses them with complete satisfaction for correcting, regulating and purifying the system. The druggists' *good profit* is the logical result of the *Beecham good will*—built up and steadfastly maintained for over 70 years. People don't ask about

# BEECHAM'S PILLS

—they ask for them—they accept them without parley as a safe, sure remedy for constipation.

The merit of this home medicine, with the big advertising (running all the time), keeps up the live demand—the profit-bringing repeat sales. Turn this business through your store by stocking Beecham's Pills liberally and letting your customer **KNOW** you sell Beecham's Pills. Put them on display to-day.

**HAROLD F. RITCHIE & CO., Limited**

Sole Agents

TORONTO, ONT.

CANADA

25¢  
50¢



*Largest Sale  
of any Medicine  
in the World*



# THE CANADIAN PHARMACEUTICAL CONVENTION

Successful annual meeting of C. Ph. A.—Twin cities druggists do themselves proud—Result of deliberations.

## Special Correspondence

THE 1922 Convention of the Canadian Pharmaceutical Association was a big success. From the opening session on Monday, August 14, until its close all the sessions were well attended and important results are bound to come.

The Convention proceedings of the morning of the first day were mostly taken up with the registration of visitors and distribution of badges, the real opening taking place in the afternoon following a meeting of the council of the Association, when addresses of welcome were made by J. W. Crooks, of Port Arthur, representing the druggists of the two cities, Mayor Edmeston of Fort William, Mayor Matthews of Port Arthur, and Hon. Doctor Manion, M.P., representing the two cities and district. Replies were made by G. A. Burbridge of Halifax, President of the Canadian Pharmaceutical Association; Colonel McKenzie, of Moncton, N.B., and R. T. Butchart, of Minnedosa, Man.

### President's Address

Following this the minutes of the St. John, N.B., convention were read committees appointed; and the presidential address delivered. President Burbridge's address contained a brief but very specific resume of the work of the association during the past year and emphasized the importance of the work to all members of the association. He paid high tribute to the other officers with whom he had been associated during his term of office and predicted many future benefits as the organization grew in strength and size.

### Report of Council

Secretary G. E. Gibbard of Toronto read the annual report of the council of the association, which report was adopted as read.

### Committees Appointed

The chairmen of standing committees of the association were chosen as follows, each one being empowered to select his own committee men: Chairman of executive council, W. B. Burbridge; chairman of educational committee, Professor Gaetz, of the Alberta College of Pharmacy, Edmonton; chairman of Canadian formulary committee, W. L. Ormond, of Amherst, N.S.; chairman of commercial interests committee, W. H. Andrews, of Toronto.

### Second Day's Proceedings

The morning's session of the second day, held, as were all sessions, in the Fort William City Hall Auditorium, included the reading and adoption of the constitution and by-laws of the Association, the report of the committee on resolutions, and the discussion and passage of resolutions.

According to the constitution, the Canadian Pharmaceutical Association is a federation of provincial pharmaceutical associations, societies and colleges. Its general objects are, to represent Canadian pharmacy in all matters of Canadian, British or International concern; to advance the

science and practice of pharmacy; to promote the mutual interests of its associations, societies and colleges and their members; and to bring together their members in professional, commercial and social gatherings.

Other points covered by the constitution passed, included membership, voting, fees, officers and powers of associations,

A feature of the morning's session was the reading and adoption of a report by the formulary committee, of which W. L. Ormond, of Amherst, N.S., was chairman. The report set forth the need for a standard Canadian formulary and reproduced a number of letters from various prominent physicians, strongly endorsing the plan of the committee to evolve a standardization of formulae and recommended that revision and standardization of the old Canadian formulary be made next spring at some central place, preferably Toronto. The report received the endorsement of the convention.

### Science or Business?

In the evening an educational address was given in the auditorium of the city hall by Miss Margaret Buchanan, of London, England, representing the Imperial Pharmaceutical Association. This proved to be one of the finest addresses of the convention, not only by reason of the knowledge of her subject displayed by the speaker, but by the manner in which her facts were presented.

Following a brief introduction touching upon educational phases of students of pharmacy and a comparison of standards existent in Great Britain and in Canada, Miss Buchanan asked the questions: What is the good of all this educational training? To what does it lead? Does it pay Cui Bono? What is the good of it all? She pointed out that the modern drugstore, particularly on the American continent, was concerned a great deal more with the business involved in the sale of pharmaceutical accessories than with the scientific practice of pharmacy.

"Logically," she said, "there is no difference between selling a hair-brush and a hair-net, while one would be hard put to draw a line between some pharmaceutical preparations and confectionery. Once admit that, and ice cream and soda fountains naturally follow, and why not? Only, why waste time and money on a four years' course of training and pretend we are professionals?"

We proclaim we are more than merchants, but the something more is largely left in the classroom with our forgotten scientific ambitions and is in danger of atrophy from want of daily use. You, on the American continent, have adopted the miscellaneous business plan consistently and well, and I admire you for the success of your methods. We, in Great Britain, are half way only, but are rapidly following in the same manner of doing business."

### Why does a dog wag his tail?

The speaker compared the modern drug store business and the scientific practice of pharmacy with the riddle of, why does a dog wag his tail. The answer is because the



dog is bigger than the tail. If the tail was the larger the tail would wag the dog. The pharmaceutical accessories tail had long wagged the dog of pure pharmacy, she charged, and the trouble was that a danger existed of forgetting that there is a dog at all, so small has he become.

"It is in order that we may properly carry out this part, this diminishing part—of our work that we are trained, examined and put upon the register. Is it any wonder that we hear on all sides doubts as to the value of pharmaceutical education when the pharmaceutical portion of our business is mostly run by an assistant or a qualified clerk and the wagging of the tail occupied practically the whole time of the owner?"

"What is the good of our education in science, why not study modern business methods instead. I put it to you, gentlemen, is it not a case of the ox and the ass ploughing together? Is it not better to separate incompatibles before one is absorbed or killed? And when pharmacy, with its public service and ethical ideals is killed, how long will a democratic government leave us our present position of privilege?"

Elections on Wednesday

The third day's session was given over to elections. As a compliment to J. W. Crooks of Port Arthur, the druggists of the two cities and to the cities of Fort William and Port Arthur generally, Mr. Crooks was elected an honorary president of the Canadian Pharmaceutical Association. The full list of officers elected at this morning's session of the association was as follows:

- President, W. J. McMullen, of Kerrobert, Saskatchewan.
- Vice-president, Burwall Griffin, of Hamilton, president of the Ontario College of Pharmacy.
- Honorary presidents, William Hawker of St. John, N.B., and R. C. Fuller, of Amherst, N.S., re-elected, and J. W. Crooks, of Port Arthur.

The secretary-treasurer will be chosen by the council and will probably result in the election to office of Mr. Jacobs, of Toronto, secretary of the Ontario Retail Druggists Association.

Recommendation was also made by the council that Toronto be chosen as the 1923 convention city.

Alcohol Question Discussed

The morning session included, besides the election of officers, an interesting address by Dr. R. B. J. Stanbury of Toronto. Dr. Stanbury spoke upon the alcohol question as it affects the retail druggist and co-operative manufacturing. His address, while technical to a great extent, was very informative and was listened to with great interest by the delegates. He made the claim that conditions relating the sale and handling of alcohol would never return to pre-war conditions and in view of that fact it was up to the association to work to secure a minimum of restrictive regulations.

In the afternoon general business affecting the association and its members was taken up, including the reading of reports of committees, resolutions, and pharmacy matters generally.

In the evening there was a free-for-all contest in which all delegates were free to enter. The trial was called a commercial symposium and consisted of five-minute talks on commercial subjects. A \$20 prize was given the delegate judged winner.

Toronto Next Year's Meeting Place

Toronto was definitely decided upon as the 1923 convention city of the Canadian Pharmaceutical Association, when the Association finished the program of business before the 1922 convention at the head of the lakes.

Invitations for the 1923 gathering were received from Toronto and Calgary, but the feeling was general that Toronto should be chosen. This feeling was strengthened by a desire on the part of the association delegates to recognize in a tangible manner the excellent work done during the past year on behalf of the association by the Ontario Retail Druggists' Association.

A suggestion was made by one of the Ontario delegates, Secretary Jacobs, that arrangements be made to hold the annual convention of the Canadian Pharmaceutical Association and the Ontario Retail Druggists' Association at the same time, the business sessions to be held separately, but the open sessions jointly. The idea received favorable comment and was left in the hands of the executive council.

The setting of the date for the 1923 council was also left in the hands of the council but the opinion was fairly general that the second week in June would be most suitable.

Motions of Appreciation

Before the motion to adjourn was passed several motions of thanks and appreciation were passed, including the conferring of an honorary presidency on Miss Margaret Buchanan, of London, England, representative of the Imperial Pharmaceutical Association, who, as a delegate to the convention, gave an exceptionally fine address dealing with relations between the Imperial and Canadian associations and the relationship of modern business methods to the practice of pharmacy.

Miss Buchanan replied to the convention in a few words, expressing her appreciation of the honor and promising her heartiest support in any move having for its object the improving of relations and conditions between organizations of the craft of Great Britain and Canada. She predicted that the future would bring more than a sympathetic state of relationship and would reach a condition of actual reciprocity in educational standards and formulary.

W. B. Burbidge, immediate past-president of the association, received a vote of thanks for his untiring efforts.

The druggists of Fort William and Port Arthur also were recipients of a hearty vote of thanks for their efforts in providing entertainment for the visiting delegates and in organizing the convention, and for the entertainment of wives of delegates.

Speaking to the motion, G. E. Gibbard stated that the druggists of the two cities certainly knew how to arrange a convention. He had attended many, he said but never one in which the entertainment had been so well arranged and managed so that its period did not conflict in the slightest degree with business sessions.

Frank Spence replied on behalf of the twin city druggists.

Mayor Edmeston and the Fort William city council also received a vote of thanks for the use of the auditorium of the city hall as a convention chamber and for the co-operation of the city officials in making the convention a success. The mayor replied in a few words, stating that the citizens of Fort William were glad to have the privilege of having the pharmaceutical delegates as guests and promising that the hospitality of the city was theirs in the future, either singly or collectively.

ENTERTAINMENT FEATURES

The entertainment features of the C.Ph.A. Convention were very well placed and proved exceedingly pleasurable. Following adjournment of the first day's session the visiting delegates reassembled at the Shuniah Club, Port Arthur, at 9 o'clock where a reception and dance was held, the druggists of the two cities and their wives being hosts and hostesses.



Luncheon at the Kaministiquia Club was given the delegates at noon on Tuesday, with lunch for the ladies at the same hour at the home of J. W. Crooks, Port Arthur. In the afternoon the visiting delegates were taken for a boat trip around the harbors of Fort William and Port Arthur. The boat left the city dock shortly before 3 o'clock and returned about six.

The delegates and their ladies boarded the Mary Scott at the Fort William subway dock for a trip up the Kaministiquia and around the harbors of both cities. At the dock pictures were taken of the boat and passengers, one showing the entertainment committee grouped near the boat. One of the features of the river was the number of swimmers who almost lined the shores from one end of the route to the other, the water alive with youngsters who took this way of keeping cool. As the Mary Scott proceeded on her tour of inspection with her interested passengers wearing the red, yellow and black badges and the name bars with which they were pinned, every vessel in the harbors boomed out a cheery whistle and the megaphone man called out the description of the remarkable features as they passed along. Many questions were asked by the visitors and, when details were required, the delegates were asked to visit the public library and ask for descriptive literature provided by the city and by the thunder Bay Historical Society. The tablet erected to mark the site of the old fort was pointed out, between the freight sheds that now replace the stone forts. It was a happy thought of the committee to select fruit as the form of refreshments for the afternoon, and watermelon, honeydew melon, bananas, plums and ice

cream cones were passed around, with large boxes of chocolates as favors for the ladies of the party.

Another pleasant outing was the motor trip to Kakabeka Falls and other points of interest in the the afternoon of the last day, followed in the evening by an informal dinner at the Prince Arthur hotel.

#### DELEGATES IN ATTENDANCE

Among those registered early at the convention were: At the Avenue Hotel, Fort William: Miss Margaret Buchanan, London, Eng.; R. T. Butchart, Minnedosa; Mr. and Mrs. Burton, B. E. Clement, Brandon; M. Cunningham, H. J. Cameron, T. A. Connell, Winnipeg; R. H. Fisher, Winnipeg; G. O. Hill, H. Hewas, Winnipeg; W. W. Boissevain; Andrew B. Johnston, Sarnia; Mr. and Mrs. Jacobs; M. Koch, Midale; Mr. and Mrs. Logan; Mr. and Mrs. Moffatt, Mr. Maybank; Meek Vernon, Toronto; F. S. Mearns, Toronto; Mr. McMullen, Kerrobert, Sask.; J. B. McNeil, Winnipeg; R. A. Ruer, St. Boniface; E. Nesbitt, Winnipeg; C. C. Parker, Maiton; A. C. Rosebeck, North Bay; Mr. Robinson, Winnipeg; E. M. Reeve, Chatham, Ont.; A. G. Schooley, Keewatin; M. Westaway, Miami; G. M. Walkey, Mrs. Glen Walkey, Toronto.

Registered at the Prince Arthur Hotel, Port Arthur: H. B. Armstrong, W. H. Andrew, C. T. Adams, Toronto; Mr. and Mrs. Burbidge, G. Baeker; Mr. and Mrs. Eastman, W. J. Friday, G. E. Gillard, B. Griffin, W. S. Green, Miss Heney, Dr. Heney, Arnprior; J. D. B. T. Mackenzie, Chatham, N.B.; Mr. and Mrs. Moffat, Ottawa.

## DRUGGISTS SHOULD CASH IN ON CANDY DAY, OCTOBER 5

Candy Day for "22" presents an excellent opportunity for druggists to build big sales in confections—Publicity will prove beneficial during the entire year.

THERE will be another Candy Day this year on October 5th. A carefully chosen committee under the chairmanship of W. H. C. McEachern is hard at work planning for a "bigger Candy Day" this year. Associated with him are such leaders as H. N. Cowan, Cowan Co. Ltd.; Messrs. R. P. Smith and H. Walker of Neilson's; E. L. Buchanan of Willard's; W. P. Gregory of Cowan's; Ed. Littler of Lowney's; Messrs. Mackenzie and Monaghan of Ganongs and Moir's respectively; J. H. Tabor of Medicine Hat; J. Ramsay, of Vancouver; J. D. Hayes, Laura Secord, Toronto, and many others. With such a committee of representative strength, the success of the day is assured, provided they have the cooperation of every unit in the industry.

#### Why Co-operate on Candy Day?

Candy Day is a psychological opportunity for creating sales at a time when there is no other psychological reason.

Wide awake business men are always looking for ideas, knowing that an idea will sometimes create sales when hard work, good goods and good service seem to be of no avail.

Candy Day is such a day. It comes at a time when there is no national festivity. We know the effects of Christmas, Easter, Mother's Day and Thanksgiving upon candy sales, and yet there is no real reason why people should eat more candy at these times than during the regular periods of the year. The fact that they do, shows that the suggestion of

the national festive days creates purchases and stimulates consumption.

It's an opportunity to direct public attention to candy in a productive result-getting channel.

#### Why Candy Day?

The public will ask "Why Candy Day?" One big reason is this—we never knew the real value of candy till the war brought home its splendid value to us.

Wouldn't you like to see hundreds of men line up at your store and wait patiently in line to make purchases of your candy?

Wouldn't you like to see a complete shipment of nationally advertised lines cleared out in less than an hour?

That's what happened in France and England in every canteen when candy came. The boys found out the value of candy—the pleasure and the sustaining flavor—and when the boxes of candy came, Oh My! Oh My!

#### The Sentiment of Candy

Unless you were there, you don't know the "hands across the seas" spirit of candy. Thousands of lonely Canadians lived again the "home fire glow" just because the whole-hearted sentiment of loved ones reached out across the sea and made the boys' hearts glad.

And that's the why of Candy Day—to give an opportu-



ity for the gift spirit to enter into more days of the year, and give hours of contentment and happiness.

In war-times the Government felt the necessity for its army and navy to eat candy. It started a propaganda that was designed to interest the public in seeing that the army got a plentiful supply.

This propaganda—this publicity—this advertising, not only accomplished this, but it went further and taught the people also the merit of eating candy.

More candy was demanded, sold and consumed in the war period than ever before in the history of the industry. Why? Simply because of the publicity given candy.

#### Three Ideas Behind

The first idea behind Candy Day is to popularize candy and bring it more into the minds of the consuming public as a pure, wholesome food product.

The second idea is to break into the dull season in a more decisive way than has ever previously been done, and in doing so to open up opportunities for general publicity in connection with candy—in a word to make business better.

The third idea is to offer opportunities for the stimulation of business at a period, when retailers naturally stock up and yet have a slow sale which has usually been reflected in a temporary business depression in early October.

#### All Together

A group of individuals can act almost as a unit—through organized effort—through their division associations. A group of associations such as manufacturers, jobbers and merchants, may not get the people's united support to the one hundred per cent degree but it can get most of it.

A concerted effort WILL create a greater demand for confections. This Candy Day project is one of the inexpensive, practicable ways of securing publicity necessary to directing the attention of the candy-consuming public's attention to candy.

#### Committee Plans

The general committee will issue generous advertising. They will keep every merchant informed by letter and by announcement of the progress. They are planning a campaign of advertising matter for the merchant's store that

will make Candy Day an outstanding day of the year. This will be distributed in plenty of time for use.

#### The Merchant's Part

Special store display.

Special window display, using advertising matter.

Special counter display.

Local advertisements.

Gifts of candy to hospitals, homes, etc.

Concentrating on this day as our day.

Billboard displays, local parades, etc.

If you can use more advertising, wire the Publicity Committee, Candy Day, 99 Ontario Street, Toronto.

What should be more clearly kept in the minds of dealers is that Candy Day offers just as big an opportunity for promoting sales as do the national holidays, and by persistent effort and the right kind of co-operation we predict that Candy Day will be looked to as an established fact by the public and in future will grow into a fuller appreciation of the excellent opportunity it provides for enhanced business at a psychological period.

The proposition to make October 5th a nation-wide Candy Day merits the concerted support of every member of the industry—manufacturer, jobber, retailer. It merits this because everyone connected with the industry is going to profit by it, directly and indirectly.

The chairman of the committee in charge of "Candy Day" is W. H. C. MacEachern. The members of the committees are as follows:

General Financial Committee—H. N. Cowan, The Cowan Co. Ltd.; Morden Neilson, Wm. Neilson Co. Ltd.; Wm. Robertson, Robertson Bros.; E. Littler, The Lowney Co. Ltd.; J. D. McFarland, D. S. Perrin Co. Ltd.; A. D. Ganong, Ganong Bros. Ltd.; Mr. Buchanan, Willards Chocolates Ltd.; Frank O'Connor, Laura Secord Confections Ltd.; Harry Hunt, Hunt's Ltd.; J. H. Tabor, Tabor Candy Co. Ltd.; J. S. Ramsay, Ramsay Bros. Co.

Publicity—R. P. Smith, W. P. Gregory, D. E. Mac Vannel

Provincial Chairmen—Jas. S. Ramsay, British Columbia; J. H. Tabor, Alberta; C. C. Wardrope, Manitoba and Saskatchewan; E. L. Buchanan, Ontario; Harry Hunt, Central Toronto; E. Littler, Quebec; A. MacKenzie, New Brunswick; C. Monaghan, Nova Scotia and Prince Edward Island.

**The Sweetest Day  
In "1922"  
Do You Know It?**

**Don't Forget the  
Kiddies on Candy Day**

**Remember Mother  
On Candy Day**

**Your Sweetheart  
Loves Candy Too.**

**Give Them Candy  
While They're Living**

**Don't Forget the Folks  
at Home on Candy Day**



# HOOKING UP DRUG STORE WITH SPICE SEASON

How novel window displays drew trade in canning and pickling supplies—  
Some decidedly clever window pictures.

By Wm. B. Carter

LIVING in a section of the country where most of the housewives do their own canning and pickling, I decided to make our store the headquarters for spices. To attain this end I used my windows extensively, and for three successive years have arranged displays that brought me a large bulk of the spice business.

In the summer of a year or two ago I put in my first window. It consisted of a flooring of grass-colored crepe paper with a narrow border of the varnished floor left exposed. Around the three front sides of this border I placed small wooden picnic plates, each containing a mound of a different kind of spice—cinnamon, nutmeg, allspice, mustard, turmeric, ginger, capsicum, cloves, black pepper, etc. Every plate had a small card bearing the Latin title of the product displayed: its English name, a description of the article, and a price tag.

Along the edges of the crepe paper I built an old-fashioned rail fence from sticks of whole cinnamon and in the centre of the window placed a log cabin, also made from cinnamon sticks. From the doorway of the cabin a winding path of powdered cinnamon was laid, while on each side of the gate entrance imitation stone piers made from nutmegs were erected.

In the large field enclosed by the rail fence I placed a quantity of mixed spices. A little soap man of cinnamon color, carrying a sign reading "Cin-a-man," was placed near the doorway. On the cabin I put another card which read "The House of Cin-a-man." An original bale of cinnamon done up in matted straw was ripped open and set in the rear of the window as a background. To it I attached a card with the legend, "Cinnamon imported from Ceylon."

Hanging up on the back of the window I had a large of the world drawn in outline. From each spice plate I ran a narrow yellow ribbon to a spot on the map which indicated the country from which the particular spice had come.

The window attracted a great deal of attention and increased sales to such an extent that I determined to try the scheme again the following year.

## A Patriotic Display

The next year, I changed the display, linking it up with the patriotic sentiment, then the main topic of conversation. I built an elevated floor in the front part of the window and covered it with green crepe paper. On this I placed small piles of spices bearing cards with name, description, etc., similar to the former display. At each pile I stood a toy soldier apparently on guard. Along the edge of the raised floor, which was made to look like a dock, I made a miniature ocean by the use of the waving folds of light blue cheese-cloth. On the dock I staked a number of sticks of cinnamon in imitation of a lumber pile and placed a small cannon and several toy soldiers around it. Across

the miniature sea I set a small flag, and on the way over were several toy ships supposed to be transports. In the rear of the window I had a large flag.

This window made a hit not only with the adults, but with the children as well, and when the parents wanted spices, naturally the youngsters came to our store for them.

## Linking Up Store with Spices

In my third window, the following year, mixed spices were featured. The spice-filled plates were placed along the edge of the window, the base of which was green crepe paper, bordered in gold. In the centre of the window was placed a large pyramid of mixed spices through which I ran a long quill of whole cinnamon so that it extended at the top. From each of the individual spice plates a yellow cord ran to the point of the cinnamon quill, and from this looped a long string to the top of the window. Here I fastened a sign which said "Tie up to Rogers' spices for finest quality."

The usual name and description cards were placed at each plate in order to distinguish the different varieties. The information that these little cards contained always seemed to arouse interest and was responsible in a large way, I believe, for winning the big business we enjoyed on individual and mixed spices. People have more confidence in a store and more assurance in its products if they know that the clerks are familiar with the history, source and all the other details concerning the products offered for sale.

## BUSINESS WISDOM

What is business wisdom and how do you get it?

Here is a definition—Business wisdom is an accumulation of personal experience and the experience of others. Mainly, it consists of the ideas, methods and principles used by successful men in the development of their businesses.

How do you get it? Partly by learning from your own success and failures, but mainly by the study of other successful men.

Study the men at the top—that is the one best way to reach the top yourself.

In fact, the one best test of any man's wisdom is his attitude towards successful men.

The fools and the featherheads sneer at the successful. They rant and jibe and denounce. Their only wish is to pull down the successful man and rob him of his money.

But the wise man studies the success of others. He respects it and he tries to imitate it as nearly as he can.—  
The Efficiency Magazine.



## Increasing The Average Sale

**I**N every store each salesperson averages a certain number of sales, and there is an average amount for each sale, so writes Walter Engard in the *Bulletin of Pharmacy*. If, for instance, says Mr. Engard, a salesperson makes thirty-four sales on Monday, twenty-nine on Tuesday, forty-one on Wednesday, twenty-six on Thursday, thirty-one on Friday, and forty-six on Saturday, and the total amount of business resulting from these sales is \$221.49, we find that the average number of sales per day is 34.5, while the average amount per sale is \$1.07.

To increase these averages is the problem.

First, it is necessary for the merchant to determine what constitutes a fair average number for daily sales and also a fair average amount for each sale. One merchant secured the total number of sales made during a certain week by running all sales through the cash register, whether for cash or on credit, and then dividing the amount of business for the week by the number of sales.

In this way he secured the average amount per sale.

Then he divided the average amount per sale into his total volume of yearly sales, as shown by his records. This gave him the number of sales made during the year. Then, by dividing this number by the number of business days in the year, he had what he considered a fair average number for daily sales.

This average number of sales for the store was then proportioned among the salespeople, each receiving a definite number as his daily quota.

### Inaugurating the Plan

As soon as the merchant has determined a fair daily average for each salesperson he is in a position to inaugurate some plan whereby both the average number of sales and the average amount may be increased. One plan that has been operated successfully is the offering of cash awards to salespersons for increasing their average number of daily sales, and the amount of such sales, the prizes being paid weekly or monthly.

### I BELIEVE

**"I BELIEVE** in the stuff I am handing out, in the firm I am working for, and in my ability to get results.

"I believe in working, not weeping; in boosting, not knocking; and in the pleasure of my job.

"I believe that a man gets what he honestly goes after, that one deed done to-day is worth two deeds to-morrow, and that no man is 'down and out' until he has lost faith in himself.

"I believe in to-day and the work I am doing; in to-morrow and the work I hope to do, and in the sure reward that the future holds.

"I believe in courtesy, kindness, in generosity, in good cheer, in friendship and in honest competition.

"I believe there is something doing somewhere, for every man ready to do it.

"I believe I'm ready right now."

—Elbert Hubbard.

Let us take the case of a store making one hundred sales daily, with each sale averaging \$1.25. If, by the co-operation of the sales force, the number of daily sales is increased to one hundred and ten, and individual sales are boosted to \$1.45 each, the merchant has increased his business \$34.50 a day, or better than \$10,000 for the year. This is only a fair example. One druggist I know of increased his average number of sales per salesperson during one year better than ten sales daily, and the average amount per sale better than 15 cents.

Not only will this plan increase the volume of sales of the store, but it will also promote promptness and quick service. The clerk appreciates the necessity of waiting on as many customers as possible in order to increase his average number of daily sales, and thus win a prize.

### Quantity Possibilities

The average merchant is prone to think in small quantities. He has become so accustomed to being asked for an ounce of this, a package of that, one of these, etc., that he has drifted into the rut of always selling his merchandise in small quantities. He has overlooked any special effort to promote the sale of his merchandise in quantity.

In every community there are certain people who are able and willing to buy in bigger quantities, and there are also others who can be educated to quantity buying with little effort if the proposition is presented to them properly.

A very successful druggist who has built up a large volume of quantity sales makes it a rule to always quote prices on his merchandise in quantity. Goods displayed carry price cards, and as a result he has gradually educated his trade to buy in quantity.

All of which means more money.

### RACK FOR ADVERTISING MATTER

Every retailer receives a quantity of advertising matter from manufacturers and wholesalers. He can obtain more by writing for it, as the advertising departments are always glad to promote the advertising of their merchandise.

Unfortunately many retailers do not recognize this advertising literature as a valuable aid to their own business and, therefore, much of it is consigned to the waste basket or allowed to accumulate under counters or shelves.

Get your "dealer helps" to working for your store. Put them in inviting display where your trade can see and take them. A good way to do this is to have a rack for advertising matter similar to those seen in railroad ticket offices for holding time tables.

Such a rack can be built on a stout supported easel partition. Use four-inch width boards for the ends, and board up solid at bottom or under side. At intervals insert upright partitions, which will form pockets in which the advertising matter can be placed. Planed lumber of half inch width is recommended. Lumber from boxes can be used for the solid bottom.

If your store has the appearance of being well filled with stock, people will feel more like coming there for the things they have been unable to find elsewhere. It's a fine thing to be able to keep the stock down to where no more money is tied up than is necessary, but it's a mistake to keep the stock down too low. You can't sell the goods if you don't have them.



# PUBLICITY STUNTS THAT HELP DRUGGISTS

Linking up with national advertising—Dialogue advertising—Featuring of advertised goods—Publishing human interest stories.

THE druggist who does not link up his lines with nationally advertised goods is making a great mistake. These manufacturers spend thousands of dollars telling the public the good points of their product. It saves expensive advertising on the part of the retailer. All he

sumer interest in a retail drug store and its wares there is no reason to doubt. In the first place dialogue is easy to read, and in the second place the form of presentation is sure to arouse curiosity, and appeal to the imagination of the average newspaper reader.

It is scarcely necessary to point out to a druggist possessing a pretty fair imagination, how the idea embodied in such an advertisement could be adapted to meet the requirements of his business. A dialogue could be used either as "institutional advertising," to call attention in a general way to the service and merchandising standards of the

## PUBLIC DRUG STORES

offer their usual

**FRIDAY AND SATURDAY BARGAINS FRIDAY AND SATURDAY**

For instance

\$3.75 Horlick's Malted Milk .....	\$2.99
50c Coconut Oil Shampoo.....	27c
25c Writing Pads at.....	14c
10c Linen Envelopes, 4 for.....	19c
10c Jap Cigars, 5 for.....	39c
35c Long Bar Castile Soap, 2 for.....	36c

## Public Drug Co. Limited

NO. 1 STORE

97 Pitt Street East, Cor. Goyeau Phone 5480

NO. 2 STORE

34 Wyandotte Street - Walkerville - Phone 3563

NO. 3 STORE

Ouellette Ave. Cor. Park St. Phone 4628

How a Windsor, Ont., drug company arranges its advertising publicity.

has to do is to exhibit some of the advertising pages of the *Saturday Evening Post*, the *Ladies' Home Journal*, *Modern Priscilla* (or whatever journal contained the advertising) and say "You can get it HERE." Lots of people, in the smaller towns, especially, sigh for the tempting products they see in the national magazines, without realizing that these goods are sold in their own home town.

\* \* \*

The retail druggist who is desirous of presenting his merchandise to the consumer in a way that is sufficiently out of the ordinary to command attention might find it to his advantage to consider the possibilities of the dialogue form of advertising.

This is a brand new idea in merchandising publicity, and originated with a New York real estate firm which has found it very effective in selling suburban building lots. That it would prove equally effective if used to arouse con-

## SUMMER STORE NEWS OF SPECIAL INTEREST TO YOU

**Thos. J. Derman**  
**Drugs and Stationary**

IRMA

ALBERTA

### STATIONARY

3 Pads for.....	25c.
good paper worth 45c.	
Boxes of Paper and Envelopes from .....	50c.
Paper Novels, all.....	25c.
NYAL Face Cream.....	25c. and 50c.
Armands Talcum.....	35c.
Jontel Cream.....	60c.
Face Powder.....	25c. to \$1.50
Hand Lotion.....	25c.
Peroxide.....	4 oz. 15c.

### Toothbrush Free to each purchaser of Klenso Tooth Paste, Dentactor or CHOCOLATES

Neilsons Bulk best grade 60c.	Wrigley's Nips 6 for 25c.
Gin Pills .....	50c.
Stomach Pills .....	50c.
Tincture Iodine .....	20c., 35c. and 50c.
White Liniment.....	25c., 50c. and 75c.
Golpher Poison, extra special kill 'em quick 70c. and 95c.	
My own.....	60c., 80c. and \$1.20
Liquid Silver Polish .....	25c.
Bed Bug Poison .....	25c.
Malt and Hops .....	2 25c. (Makes a good beer)
El Vampire Fly Powder .....	15c.

I am sure that the prices of my goods are always fair. Of the following items, some are our regular prices, whilst others are specially priced for the month of June only. We are doing this to increase business in a usually slow time. Keep this list for reference, it will not be advertised again.

1 3 off China, 1 3 off Stock Food, 1 3 off Dolls

Try Our Soda Fountain For Satisfaction.

This Alberta druggist gives prominence in publicity to summer lines

store, or it could be employed to promote a certain kind of merchandise which the store owner wants to feature.



One of the Detroit drug stores recently employed a clever device to cash in on the popularity of advertised goods. Seven or eight page advertisements taken from national magazines were pasted, side by side, on a piece of cardboard measuring about 12 feet long and 2 feet wide. The sign was suspended from the ceiling and hung over the drug counter, right where everybody could see it. Directly above the page advertisements the following wording appeared: "If you see it advertised in the magazines, you'll find it at Cunningham's."

\* \* \*

Advertising which has sufficient human interest to put its readers into a reminiscent and friendly frame of mind is very difficult to obtain. One suggestion for such advertising is found in reproducing in your advertisements or windows historical or important news events connected with your city. Go to your local newspaper office and ask to see their local files of fifteen or twenty years ago. Copy from these files the interesting occurrences. The population of

your city is constantly changing, and it is but natural that the newcomers and new generation will be interested in the history of your city. When the newspaper files are incomplete or inobtainable, the main historical events can be told to you by an old resident. In newspaper advertisements these articles should be connected up with merchandise advertising. In window display, of course, merchandise can be shown.

\* \* \*

There is a drug store in one of our Eastern cities which cashes in on direct advertising and believes that other druggists can do the same by using its methods. Birth returns represent business possibilities at pharmacy. The local papers are carefully scanned each day. When a new baby arrives at a home in the neighborhood of the store this enterprising druggist addresses a letter to the mother of the little one, enclosing some little souvenir and telling of the merits and goods in his store.

## FORMULARY

### *Manufacture of Perfumes*

WE have of late received several inquiries anent the manufacture of perfume. Believing that a number of druggists are interested in this question we herewith give hints embracing the manufacture of perfumes from flowers and from synthetic ingredients, a good knowledge of the former being helpful to a successful use of the latter. The flowers capable of being used in perfume making are comparatively few in number, and the principal are jasmine, rose, tuberose, orange flower, cassie, violet and lavender. They yield their odors either by expression, distillation, maceration, or absorption; and the perfumer buys the products of these processes from his wholesale house. After treatment some of these floral odors are so fleeting that they require substances to fix them. These comprise orris root, sandal and cedar woods, patchouli, thyme tonquin bean, caraway, vanilla and cinnamon, from the vegetable kingdom. Balsams of peru and tolu and storax are not now much used in compounding scents, the most useful cheap fixing agent of that nature being benzoin. The animal substances useful as fixing agents of the more volatile scents are musk, civet and ambergris.

The sine qua non in manufacturing perfumes is to use a good spirit. To hasten the maturing of perfumes add 5 minims of solution of ammonia to 2 pints. The extracts required in the formulas are as follows:

Musk—Pour on 2 drams of grain musk 18 drams of boiling water, and when cold add 34 ounces spirit.

Civet—Civet, 1 dram; orris root, 1 dram, and spirit of wine, 20 ounces.

Orris—One dram of root to 1 ounce of spirit.

Storax—Strained storax, 9 drams; spirit of wine, 20 ounces.

Tonquin—Crushed tonquin beans, 4 ounces; hot water, 5 ounces; when cold, add spirit of wine, 10 ounces.

Patchouli—Oil of patchouli, 1 dram; spirit of wine, 5 ounces.

Rose (Triple)—Otto of rose, 3 drams; spirit of wine, 20 ounces.

Benzoin—Powdered benzoin, 1 ounce; spirit of wine, 10 ounces.

Vanilla—Vanilla (cut small), 2 ounces; spirit of wine, 40 ounces.

The following are formulas for compounded perfumes:

#### Wood Violet

Oil almonds .....	20	min.
Oil English lavender .....	1	dr.
Oil verberna .....	30	min.
Oil coriander .....	40	min.
Oil bergamot .....	3	drs.
Essence musk .....	4	ozs.
Essence jasmine .....	4	ozs.
Tincture orange .....	20	ozs.
Benzoic acid .....	2	drs.
Spirit, enough to make .....	80	ozs.

#### White Rose

Essence tuberose .....	2	ozs.
Oil orange .....	1/2	dr.
Essence jasmine .....	1	oz.
Otto rose .....	1	dr.
Oil patchouli .....	3	min.
Tincture orris .....	2	ozs.
Benzoic acid .....	1/2	dr.
Rectified spirit, to make .....	40	ozs.

#### Jockey Club Bouquet

Essence jasmine .....	2 1/2	ozs.
Essence musk .....	4	ozs.
Otto rose .....	20	min.
Oil sandalwood .....	1	dr.
Essence bergamot .....	1/2	oz.
Oil neroli .....	20	min.
Benzoic acid .....	1	dr.
Tincture orris .....	10	ozs.
Spirit, to make .....	40	ozs.

The members of No. 6 district of the O.R.D.A. held a successful meeting at Orillia at the beginning of August.

Wm. Scott, president of the Kiefer Stewart Drug Co., Indianapolis, died at his summer home near Brockville, Ont., during the month past, aged 72 years.

The Agence Levoillier, manufacturers of pharmaceutical products, has been registered at Montreal; as also has Laboratoire Martin of Quebec City.



# ARRANGING EFFECTIVE SEASON- ABLE WINDOW DISPLAYS

What happened a chocolate display on a hot day—  
Chest protectors at 100 in the shade.

By S. Bienstock

**M**OST druggists are accurate buyers, writes Mr. Bienstock in an exchange. They keep business records and know to a penny their financial worth. And that almost all of them have learned the necessity of selling quality merchandise is proved by the enormous success of high-grade pharmaceutical houses and the gradual elimination of less reputable ones.

But, oh, how we druggists fall down on window displays!

We commit every crime of decorative art and violate every rule of good business. Our judgment—no other word will express it—is “punk.”

Nor is it the little fellow only who falls down in this respect. One hot day last summer I went by the window of a nationally-known drug store in one of our large U.S. cities, reputed to pay \$80,000 a year rent. The day was muggy and the thermometer registered 101° in the shade. In the store window was a beautiful panel background offering chocolate patties for forty-nine cents a pound. Fastened on the panels and covering the floor of the windows were about 40 five-pound boxes filled with the chocolates.

The candy was a mess. The chocolates were sticky, their color had changed, and the contents had oozed out of many of them. There wasn't a perfect chocolate in the window.

Some one was out a neat bit of change, due to—what? Simply lack of judgment.

Another store only three blocks from the first one had a beautifully trimmed window full of—what do you suppose? Red flannel chest protectors!

The judgment of the window trimmer in this store was just as rotten but not so expensive as that of the man who displayed the candy.

Equally reprehensible mistakes that the majority of us commit are those of poor taste in colors, unethical merchandise, short-profit articles, and cheapness in appearance.

I have found that the best way to make a window display, and to use real judgment in the matter, is to submit the proposed trim to a catechism like this:

Is the trim seasonable?

Is there a fair profit in the merchandise?

Will anything in the window be affected by sun or temperature changes?

How will the finished display look?

Is there any merchandise or remedy in the display you would hesitate to explain to your son or daughter?

Is the display in keeping with the reputation you are trying to build for your store?

If you were a layman would you be attracted by the display?

If these questions can all be answered satisfactorily, the display is sure to be a success.

I have an acid test that I make use of when application is made for display space in my store. Here is how it

works with, for instance, two soaps, one a nationally-known medicated product which possesses real merit and with all its cards face upon the table; the other nationally known but with its merits resting chiefly on an enormous advertising expenditure.

I reason this way. The first product is made by a reputable concern that is favorably known by physicians and druggists alike. The profit it shows is mighty good. The advertising in its behalf is clean, legitimate, ethical, and professional. Once the first cake is sold, success is assured and the customer invariably comes back for more.

The identity of the makers of the second soap is shrouded in mystery. The profit the druggist realizes from it is about one-third of the overhead expense of the sale. Its advertising is hideous, loud, calls the druggist a cut-throat substitutor, and is very extravagant in its claims. Once the first cake is sold, trouble begins; you can't give the customer another one.

I subject all my displays to analysis. I make them stand or fall on the merits, and by so doing I almost show a profit on the right side of the ledger.

## SOME HELPS FOR THE WINDOW DISPLAY MAN

**A**S a rule crepe and tissue paper should not be used as a floor covering in the windows. Plush, velour, velvet, or silk are far more desirable. Velvet is the most suitable for druggists, and it is less costly than either velour or plush. Silk ranks next to velvet in its desirability for window display purposes.

The most effective colors of these materials are red, purple, and black.

Several sizes of beveled plate-glass, together with glass pedestals, will be found very effective in showing goods to the best advantage. Plate-glass of this character can be obtained from any of the large glassware concerns.

“Plateaus” are very widely used in window display work. These are miniature platforms and are supplied in different sizes, such as 18x18-inch, 20x32 inches. They have 2-, 3-, and 12-inch legs, thus giving heights of 6, 12, 12 inches respectively. The legs are interchangeable, making it possible to get different heights by using the different sizes of tops.

Speaking from the standpoint of pharmacy, panel window displays are not good. They do not reflect the high quality and refinement which a drug store should exemplify.

Price tags are very important. In fact goods should never be displayed without them.

Considerable trade is lost through the neglect of this precaution.

It is, of course, apparent to any one that the windows, incandescent lamps, and reflectors should be polished. By



attending to these minute details the effectiveness of the display is greatly enhanced.

Moving window displays are not in keeping with the modern art of display. They stimulate the P. T. Barnum method of flagging the passer-by. The merchandise itself should be so attractive that it will get attention.

Where several varieties of goods are displayed it is advisable to use dividers, or fencelike devices to draw a distinction between the goods. For instance, a divider

should be used between such items as cough syrups and face powders. In the words of window display experts, these articles "bite" another unless thus kept apart.

Fresh flowers liven up a window immensely and are excellent when used in connection with perfumes, toilet waters, etc. Flowers impart a subtle air of refinement which appeals to every one.

Special window display sales lend variety and, furthermore, they are good business stimulants.

## STORING AND DISPLAYING SCHOOL SUPPLIES

A home-made fixture which served a good purpose.

By F. J. Lenz

THERE are so many items of merchandise carried in the drug store today that it often becomes a great problem how to store them properly, to say nothing about displaying them. This brief article is to tell how we solved the problem relating to the storage of school supplies.

We are located in a residential section and near a school, and we used to have a table on which we kept items for schoolchildren; also a section of shelving devoted to this purpose. We could put tablets on the table and fill the shelves with note-books, ink, paste, pens, rulers, etc.—and, say, what the kiddies couldn't do to that stuff by way of mixing things up wasn't worth doing! It was always upset and always dirty and dusty.

Again, while I don't want to go on record with the statement that the kiddies carried things out without paying for them, still, as the Scotchman might say, "I hae me doots."

So one day we got busy. We made six large drawers with glass fronts, put composition-board on the ends and on the back, stained and varnished the outfit a rich mahogany to match the rest of the fixtures—and there you are! Call it what you like; a chest, or a case, or a table. I called it our "silent salesman."

The entire outfit is six feet long, two feet wide, and forty-two inches high. The picture will give an idea of what it looks like, I hope.

In the drawers we keep school supplies, crepe paper, tissue paper, wax and shelf paper, drinking cups—in fact dozens of things that had no real place before. When the storeroom and replace them with other seasonable goods, such as baseballs, gloves, marbles, etc., etc.

But the top of this case is, perhaps, the most effective. Here we keep goods of our "own make," such as cleaning fluid, furniture polish, hand lotion, tooth powder, cough syrup, sage and sulphur hair tonic, olive oil, etc.

And in this connection let me say right here that many druggists fall down by not devoting more attention to the class of goods just mentioned. We sell from \$1.00 to \$1.50 worth of our own preparations each month and make perhaps twice as much money on this line as we could have made had we merely let nature take its course. Understand me right, though. Do not connect your name with a line of obnoxious "toilettes." We specialize on everyday items, so common that it seems that druggists sometimes overlook them. But I assure you that they return us more

real money for the time expended in their promotion than we get back from any other line we have in the stock.

There is another point, too. The general public likes to deal with the man who does things. You must be sure, though, that your preparations are just what you claim them to be. Quality must come first, and price must be secondary.

But to get back to my "silent salesman." People come into the store to wait for the car or for a friend, walk around a little, see something on top of this outfit that interests them—and *clang* goes the cash register! We like the arrangement very much. Certain goods that we want to display can be put on the top of our "salesman." Goods that we want to keep more or less away from the dust can be put in the drawers. That is the entire lay-out!

### Unusual Window Designs Big Aid To Sales

A WINDOW in which the same old order of arrangement is constantly maintained loses its power to attract to a certain extent at least. People get so used to seeing the same line of goods displayed in the same manner that the window loses its interest for them. They pass it without heeding the message which the grocer means it to convey.

It is for this reason that aggressive grocers are constantly endeavoring to present the goods shown in the window in different manner. The new or unusual always attracts attention. Time spent in figuring out ways in which goods may be shown so as to get the attention of the passerby is generally time well spent. The man in the store who looks after the window should constantly be aiming to develop ideas along this line.

The Everhot Chemical Co., Toronto, has been incorporated with a capital of \$200,000.

O. H. Hewitt has sold his drug business at Blind River, Ont., to I. A. Quinn.



## English Representatives:

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LONDON, E. C. 2

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**A MODERN FABLE** Just the other day we saw an article which read something like this: Once upon a time a man had a furnace which was not heating his home with satisfaction. One day he became very angry and going down to the basement stood before the furnace and exclaimed: "Not another lump of coal will you get until you give me more heat." The poor fellow froze to death.

Herein is a lesson for advertisers. Some men do a little advertising and if it doesn't bring the results that they were expected, say, "I won't advertise again until the other brings results." So the poor fellows freeze to death.

If you want further proof of this look up statistics and compare the failures among advertisers with the figures of non-advertisers—those who freeze to death.

\* \* \*

**CASH IN ON THE FLIES** You can make fly time count for you in more ways than one, says an editorial in a national exchange. Flies are not only a pest, they are a menace. Your customers are all anxious to be rid of them. You sell fly papers and fly powders and poisons. By pushing these goods, giving them displays and using advertising cards to remind people that you sell them and they need them, you make a profit of flytime.

But in addition to profiting by the sale of fly exterminators, you can profit by keeping your own store free from flies. Some of your competitors are not as careful about flies as they might be. There are some drug stores around you where flies disgust the customers. See that your store has no flies, that there are no buzzing throngs in the windows and no sheets of captive flies on your counters.

Keep the flies out of the store as much as you can and in that way make sure that any comparison of your store with other stores in that respect will be to your advantage and credit. Flies in your customers' homes help you to make money, but flies in your own store are fatal to your prosperity.

\* \* \*

**GET YOUR SHARE OF BUSINESS** When there isn't much business the way to get your share is to go after it. If you wait for business to come to your door you'll be disappointed. It will be waylaid somewhere down the street and taken by one of your alert competitors. If you think it is true economy to stop making an effort to sell your goods under present conditions, you're mistaken. If you regard advertising as a means of stimulating sales only in good times that's the biggest error of all. Advertising is a fine necessary- tonic for sick business, too.

Great quantities of drug articles are bought every day—even now. If you are not selling them it's your fault. Somebody is supplying the demand, and if it isn't you it's your rival! Find the buyers—there are still a lot of them.

\* \* \*

**A NICE FORM OF CO-OPERATION** If neighboring druggists are friendly with one another they have a simple means of solving the problem of avoiding left-overs of summer lines. They can do this by co-operating with one another instead of each one re-ordering needed supplies.

For instance, John Jones has run out of a certain summer drink extract. He is a little afraid to order another supply for fear he may not be able to sell them all. Up the street is Frank Smith. He has an over supply of the line in question. What better way to solve the difficulty for both than for John Jones to obtain from Frank Smith the amount he requires, probably at just a shade advance over the cost price.

In the same way Frank Smith may be out of a line with which John Jones is well supplied and so the favor can be returned. It is beneficial to both and a nice kind of business friendliness.

\* \* \*

**PERIODICALS ARE PROFITABLE LINE** The periodical is a profitable side line. Not so much for the actual profit on the goods, but because they bring people to your store.

Almost every person has some favorite publication which they are in the habit of purchasing, regularly or occasionally. If you get them coming your way for it the chances are they will patronize you for something else.

Like the post card, the periodical sells itself and does not require very much attention. With a proper display rack the room occupied is small and "believe me" it will a great deal more than pay for its proportionate share of the rent.

A good display of periodicals is always attractive, even to the person who is not much of a reader. It is a riot of bright colors and pictures. And those who do love to read, it is a magnet of great drawing power.

\* \* \*

Business is only a form of teaching. You teach people to desire your product: that is selling. You teach workmen how to make the right product: that is manufacturing. You teach others to co-operate with you: that is organization. To succeed in business, it is necessary to make the other man see, which means that you yourself must first see and believe before you can tell another. I have been trying all my life, first to see for myself, and then to get other people to see with me.—John H. Patterson.



## Who's Who In Drugs

E. Clinton Brown, St. John, N. B.

By Wm. J. McNulty

**E**CLINTON BROWN of the E. Clinton Brown Pharmacy, corner Union and Waterloo streets, St. John, N.B., is one of the prominent druggists of the maritime provinces. Mr. Brown has built up an important business and yet has adhered to his scruples.

Mr. Brown opened a drug store on the Golden Ball Corner directly opposite his present stand twenty years ago. Fifteen years ago he purchased the building in which his drug store is located, and removed across the street. His location is an ideal one, being in the heart of the busy mart of St. John. His store is a large one, with plenty of window space, and he has abundant room in the rear of the store for his office and prescription department.

When the saloons were abolished and the prohibitory law was enacted and made operative for the province of New Brunswick, Mr. Brown was besought to accept a license for a vendership under the prohibitory law. But he refused to be connected with the sale of liquor and has continued his refusal to this date.

Responsible members of the drug trade and prominent followers of the prohibition organization in St. John have entreated Mr. Brown to become a vendor but all entreaties and requests have thus far failed to move him. Mr. Brown and the late George E. Moore of St. John were of the same mould. Both steadfastly declined to become vendors.

Mr. Brown has thus refused to enrich himself and has confined himself to selling drugs. If he could be induced to become a vendor, there would be no scandal connected with the sale of liquor at the Brown store. That is why prohibitionists have endeavored to convince him it was his duty to accept a vendership from the provincial government.

The success of Mr. Brown has been founded on courtesy, honesty, plain dealing, and energy. He has kept up with the times all through the years. His store has at all times been clean and attractive, his showcases and contents invitingly arranged and his windows utilized to the fullest extent.

### MARITIME DRUG NOTES

Wendell Slipp of Newman and Slipp, proprietors of the Rexall Pharmacy, Woodstock, N.B., has recovered from the bullet wounds inflicted in the spring on the Houlton road by bootleggers who mistook him for an officer as they were running still-made whiskey into Maine.

John Steel, druggist for G. E. Moore Limited, Prince Edward Street, St. John, N.B., was recently married and after a short honeymoon is now living in St. John with his bride who was formerly Miss Niles, also of St. John. Mr. Steel has been employed at the Moore drug store for some years.

Edward Kennedy of Charlottetown, P.E.I., who has been on the road through the maritime provinces for the past year representing a Toronto drug specialty house has resigned his position and will go in the fall to Boston.

William Hawker, of William Hawker and Sons, proprietors of the Hawker Pharmacy, Prince William Street, St. John, is in Europe with his three daughters on a holiday trip.

Mr. Hawker is the eldest active druggist in the maritime provinces, and has one son and a grandson in the drug trade. His son, Samuel Hawker, was formerly in business for himself for many years at the corner of Mill Street and Paradise Row, known as Hawker's Corner, but of late years has been associated with his father in the conduct of the big Prince William Street store. The grandson, a son of Samuel Hawker, is at present conducting a drug store on Main Street, St. John.

A. K. Murray, formerly a drug clerk for pharmacies in Halifax and Moncton, is now located in Winnipeg. Mr. Murray went west a few months ago for the benefit of his health. His wife accompanied him on the journey.

T. H. Wilson, proprietor of a drug store in Fairville, N.B., died recently in Fairville. Mr. Wilson was one of the oldest active druggists of the maritime provinces and conducted a drug store in Fairville for forty years, most of that period in the same location on Main Street. He also formerly conducted a shoe store adjoining the pharmacy.

## Letter To The Editor

### The Liquor Question

**T**HE thing that vitally interests the druggists of nearly all provinces alike these days is the handling of liquors. I think you will agree with me that when we speak of druggists we are speaking of a high class of citizens, and each man feels the responsibility of the enforcement of the different laws passed by our respective legislatures. I think you will agree also that a very small proportion of druggists are in the liquor business for financial gain—their standards of morals are above that, and if any other feasible way of distributing it, as a medicine, could be devised, the druggists would gladly wipe their hands of the responsibility. But, of course, we see propaganda on all sides to discredit the present system and people indirectly advocating for a more "open market."

I am disappointed to know that some so-called druggists are guilty of such propaganda when they tell things that are not true regarding conditions as they are. For instance—"It's nothing but bootleg whiskey we get, bottled by the government, and they make a big profit on it;" "They (the government vendors) stick in a couple of broken bottles and then make you pay for it, because their business is cash with order."

I don't boast of handling any quantity of liquor, but what I have had has been the very best. Nor have I ever received a *broken* bottle. The druggist who makes the accusation is most likely to be one who likes to report a broken bottle or two so he can have an extra one for himself. To the average "man on the street" this kind of stuff goes down (if he doesn't know better) and consequently where there's a chance for a change he is going to vote for it.

I think I am right when I say that the majority of druggists believe we have good liquor laws (when properly enforced) and that the less we have of liquor the better we will be. So it's up to every druggist who has any interest in the morals of his country to see that such propaganda as the above is nailed as false, and is only an agitation by the liquor interests for a more open market.

August 21.

WESTERN DRUGGIST.



# BUILDING UP A QUALITY FOUNTAIN TRADE

Some suggestions on how to make soda drinks—Conduct at the fountain—  
Suggesting other sales—Raspberry recipes.

By C. Burky

**A** DRUGGIST doing business in a certain eastern city operates an old-fashioned tombstone style of fountain. Another store directly across the street is equipped with a modern up-to-the-minute apparatus, but, in spite of this, business is going to the competitor. Why? Because of the superior quality of the drinks and edibles served at the old-fashioned place.

An attractive fountain is greatly to be desired, but it must be remembered that patrons base their judgment on what they get to drink and eat rather than on the up-to-dateness of the fixtures.

It goes almost without saying, of course, that in buying supplies for the fountain only the very best grades of material should be purchased. Concentrations, fruits, nuts, syrups, extracts, etc., should all be of the highest quality obtainable. It is manifestly far better in every way to sell one hundred satisfactory sundaes a day and make only five cents profit on each one than to sell fifty that are less satisfactory and realize eight cents on each sale.

Other conditions, too, have a bearing on the success or failure of a soda fountain. Platitudinous as it may sound, drinks that are meant to be ice cold should be served that way. Nothing disappoints a hot and thirsty patron more than to be handed over a drink that is insipid and barely cool. The same can be said of the patron who expects a hot drink and receives one that is lukewarm. These are little things to be sure, but they count big in the game of getting business.

There are two ways to prepare sodas. The usual method is to place the syrup in a glass, and after dropping in the ice cream to fill the glass with carbonated water directly from the draft arm. Another, and, in my opinion, a better way, is as follows: Draw the syrup of the desired flavor into a 12-ounce glass. As individual tastes differ the exact amount of syrup to be used cannot be given, but no less than 1½ or no more than 2 ounces should ever be used in a glass this size. Ten ounces of carbonated water should next be drawn in another glass and poured quickly into the one containing the syrup. The carbonated water should strike the glass just above the syrup. The ice cream should be added last. If this process is followed no mixing with a spoon is necessary and undue liberation of gas is avoided.

There are two vital points to be remembered in connection with the serving of ice-cream sodas. First, the mixing of the syrup and the carbonated water should be so thoroughly done by the dispenser that there will be no necessity for the customer to stir it. Second, the ice cream should be solid and left intact. The great majority of people wish to eat their ice cream with a spoon and not drink it down. They do not want it mushy.

The fountain that serves the best chocolate soda usually gets the lion's share of the business. Chocolate sodas are, by far, the most popular of the long line of fountain pro-

ducts. This being true, it is the part of wisdom for the druggist to serve the best chocolate syrup it is possible to procure. Here is a formula for a good syrup:

Powdered chocolate .....	20 ounces
Granulated sugar .....	20 pounds
Water .....	2 gallons
Salt .....	2 drachms

Mix the chocolate with two pounds of sugar and put in the water. Bring to a boil and add the remainder of sugar and the salt. Allow to boil for five minutes, stirring continuously from the time the heat is applied until it is turned off.

As in the case of sodas, chocolate is the most popular for sundaes. The appearance of a sundae has much to do with its taste. It should be served in a clean container, preferably a paper dish, and, while the dish should not be so large as to make the sundae appear lost, neither should it be so small as to allow the topping to run over the sides. The cone-shaped portion of ice cream should be hard. If nuts are employed a sprinkling only should be used—not an excessive quantity. Two cherries are sufficient, and water, plain or charged, should always be served.

Chocolate bitter-sweet is a popular topping for sundaes. The following formula is used at one of the largest fountains in the country:

Cocoa .....	3 pounds
Corn syrup .....	1½ pounds
Heavy cream .....	1 quart
Milk .....	5 quarts

Add a little milk to the cocoa and cook the mixture until it comes to a boil, then add the corn syrup and stir to smoothness. Next add the heavy cream, stir thoroughly, and after allowing the mixture to cool, add the balance of the milk. To cool, place on ice.

A chocolate marshmallow topping may be made according to the following formula. This mixture, if properly made, will not turn sour:

Add one pint of cold water to one pound of cocoa. Stir and dissolve. Bring to a boil and continue boiling until a hard paste is formed. Stir fast to prevent burning. Then mix well with eight pounds of marshmallow.

Chocolate also is the favorite among hot drinks. As stated before, when hot drinks are called for they should be served *hot* and should invariably be accompanied with a glass of water, a small plate of saltines or crackers and a paper napkin.

For preparing hot chocolate this formula has been used with considerable success:

Powdered cocoa .....	1 pound
Sugar .....	1 pound
Hot milk .....	½ gallon
Vanilla extract .....	½ fluid ounce
Salt .....	½ teaspoonful



To the cocoa, contained in a suitable vessel, add  $1\frac{1}{2}$  gallon of milk and stir until dissolved. Boil over a slow fire for five minutes. Remove from heat and add the remainder of the milk. Then add the salt, boiling water and vanilla extract. Without further cooking pour the mixture into the hot soda apparatus to keep warm. Serve in a thin china cup, topped with whipped cream.

Another angle that must be considered in the question of soda fountain service is the need of courteous, polite dispensers. The quality of the personnel behind the soda counter is as important almost as the quality of the concoctions that are served. Neat appearing dispensers with clean finger-nails, clean-shaven faces and well-kept hair are a decided asset to any fountain. The soda dispenser should be of a naturally obliging and accommodating disposition and should possess enough gray matter to be able to cope diplomatically with occasional unpleasant situations that may arise. Cranks will inevitably appear and demand the impossible, and if these unreasonable people encounter other cranks behind the soda counter sparks are sure to fly, to the detriment of the business.

A smile of recognition, a pleasant word, and general congenial treatment in conjunction with the best soda foun-



HENRY R. MCKENZIE  
Manager of the chocolate department of Harold F. Ritchie & Co.

tain products obtainable are things that make a hit with customers. They are the things that convert the occasional customer to a permanent patron and increase the prestige of the store in the community.

#### SUGGESTING ADDED SALES

"Here, give me one of these pineapple fizzes," said the customer as he handed back change that the fountain man had just thrown on the slab.

You see, there is a method in it. The customer's change is thrown on the slab just to the right of a slanting display of packaged confections. Notice we said *to the right*.

For that makes it easier for the customer to get the effect of the display.

The cash register is at the same end of the fountain, and when he pays his check the customer walks down that way. He is therefore just to the right of the display.

It pays to do anything, little or not, that will make the average sale larger.

Beside the cash register in another store is a plate of loose sticks of gum. Penny change is the fashion nowadays, because of our paying the war bill. This store finds that in the course of a day many pennies stay right with the cashier, the customer taking a stick or two of gum instead.

#### SOME RASPBERRY RECIPES

##### Formula for Raspberry Ice

The following formula will be found a good one, the quantity of berries can be increased or decreased to secure the desired flavor. Wash, and pick over six quarts of berries, then mash them to a pulp and dissolve  $1\frac{1}{2}$  pounds of sugar in them. If you desire, the pulp can be passed through a sieve to remove the seeds, which add nothing to the flavor of the ice. Dissolve  $4\frac{1}{2}$  pounds of sugar in six quarts of water, add the berry pulp and the juice of eight lemons and freeze.

The raspberry makes a delicious sundae and as the manufacturer realizes this he has prepared the berries in the most tempting manner, so that you have at hand at all times the means of preparing the delicious frozen confections that are so popular. I give just a few popular formulas that you may find it worth while to add to your menu.

##### Raspberry Triumph

Put a No. 10 mound of vanilla ice cream in a sundae cup and pour over it a ladle of crushed raspberries. On top of the ice cream put a No. 20 cone of raspberry water ice and top with a cherry.

##### Oriental Special

Slice half a banana into a fruit nappy in thin slices. On these put a portion of ice cream and pour over all a generous ladle of crushed raspberries. If desired this can be sprinkled with chopped nut meats. Top with whipped cream and drop a few red raspberries into the whipped cream.

##### Raspberry Exquisite

Drop a portion of vanilla ice cream into a fancy stem glass; over this pour a ladle of whole raspberries, sprinkle with cocoanut and chopped nut meats; then fill the glass with whipped cream and drop raspberries in the cream to decorate.

#### PEACH SPLIT

Vanilla cream, banana cream, fresh peaches, chopped nuts.

##### Parisian Consomme.

Liquid extract of beef, one ounce; one egg; butter, a small quantity. Mix in a mug with several ounces of hot water, stirring until the butter is dissolved. Then fill up with hot water and serve with celery salt.

## Now Is The Time For A Drive On Beverages



# UNUSUAL CANDY SELLING STUNTS OF CANADIAN DEALERS

Ideas in the retailing of candies gathered from the methods of dealers  
in all parts of Canada which should be helpful to druggists.

By Ernest H. Dench, Editor, The Window Display Reports

**O**N my last trip across Canada I kept my eyes well peeled for retail merchandising ideas. When I returned after having been transported over seven thousand miles, I had several bulging notebooks filled with notes.

In my travels I came across some very unusual candy selling stunts and I take great pleasure in passing some of them along for your consideration.

## Selling Candy Bars For Example

Candy bars are quick sellers, and novelties are constantly being put on the market. To get the people to try out a new kind of bar is not the easiest thing in the world, particularly if it has a somewhat fancy name. Eaton's Toronto, Ont., pushed the sale of candy bars in their candy department by offering three assorted five-cent bars for thirteen cents. This special was exhibited in a number of counter trays inside the store. A few of the bars in each tray were broken up into small pieces, so that people could sample them before buying if they so wished.

## Emphasizing the Quality of a Special

Diana Sweets, Toronto, Ont., get many people acquainted with their fine candies via the special route. In offering cream caramels at an attractive price, the window display was backed up by a card which called attention to the pure ingredients used. The card ran as follows:—

"Diana's Special:

We guarantee our cream caramels to be the best in the city. The ingredients they are made from are the best obtainable and absolutely pure.

Our cream caramels consist of 26% pure cream and the best granulated sugar obtainable. 35c a box."

## A Candy Cane Contest

Love's Bakery, Toronto, Ont., attract business by a candy contest. A huge candy cane formed the central window exhibit, while a sign indicated that a free guess as to the weight could be made with every twenty-five cent purchase. The candy cane was surrounded by varied assortments of candy.

## Appealing to the Kiddies

A favorite indoor pastime of the kiddies is to play at store, and the candy meats on the market are deservedly popular for this reason. George Heller, Chatham, Ont., had a window display which resembled a butcher's shop. Sawdust was literally scattered over the floor, with a new meat block at the middle, surrounded by butcher knives, saws, cleavers and other butchering instruments. Little stands placed about the window contained large platters of such candy meats as bacon, bologna, ham and sausage. One pound boxes of candy were exhibited down in front. The finishing touches to the display were chains of sausage and frankfurters, which were suspended from hooks at the background.

## A Flavor for Everybody

Emid's, London, Ont., pushed their Saturday Special by a convincing newspaper advertisement. "Everybody loves chocolates, but some prefer different flavors—these specials will please and satisfy all" was the truthful argument the announcement presented. Along toward the end of the ad. after the prize and other particulars had been announced, the flavors were given. "The flavors include strawberry, caramelle, vanilla, peach, orange, etc."

## The Boxed Chocolate Display

If you carry a number of nationally-advertised lines of boxed chocolates and do not wish to give one more display than another, the display method employed by the Valley City Bakery, Dundas, Ont., should appeal to you strongly. Two large cards at the rear of the window dealt with a long list of chocolates put up by a well-known candy concern. Running from each of these names was a ribbon, which extended to the part of the window where the box of chocolates named was displayed. The ribbons spread out from the cards like spokes from a wheel.

## Where the Ingredients Come From

Another exhibit, only this time it dealt with where the ingredients used came from, was arranged by Woolworths, Hamilton, Ont. The featured candy was made by a well-known Toronto manufacturer. The background was adorned with a number of cards giving bits of candy geography. A ribbon attached to each card was joined up to an exhibition jar down in front of the particular ingredient used. By looking at the jar and reading the card linking up with it, one learned that the water came from York Springs, two miles distant. The cocoa was hauled from Trinidad, 2,300 miles away; the sugar was grown in Cuba, a distance of 2,000 miles; the milk was brought from Peterboro, 75 miles away; the corn syrup travelled a distance of 800 miles from Fort William, Ont.; the coconut shreds used were grown in Ceylon, 13,000 miles away.

The Saturday Special is conventional enough, but the Sugar Bowl, Hamilton, Ont., find it pays to run a Saturday Night Special. At this time money is flush and people are out on pleasure bent. This Special is available from four in the afternoon until closing time. A window display is always arranged for the occasion. The window is open at the back and the usual plan is to place an open box of the candy special at each side of the rear window ledge, backed up by a card. A recent special was offered in this manner:

## "Saturday Night Special"

Box 44c. A delicious assortment of caramels, chocolates, nougats, marshmallows, etc. This may be obtained only after 4 p.m. on Saturdays."

## The Telephone Booth Stunt

Many a young man steps into your store to call his best



girl on the phone. Liggetts, Winnipeg, Man., secure the attention of the young man while he is waiting to get his number. They do this by a card tacked on the wall of the telephone booth, worded as follows:

"After phoning her, don't forget to buy her that box of Liggett's Chocolates you promised her."

#### Featuring Made In Canada Chocolates

Cunningham's, Vancouver, B.C., featured Made in Canada Chocolates in a window display. A British flag covered the background. Near the centre rear was a stand draped with another British flag and containing the plaster model of a ferocious bulldog. Stacks of the featured line of chocolates were placed about the display.

## Suggestions For Candy Advertisements

### THE CHILD WHO DOES NOT LIKE OUR CANDY IS NOT A NORMAL CHILD

There is a wholesomeness and a daintiness about our sweets not usually found in store candies.

#### ASK ANY CHILD.

But for all around efficiency, and a gentle reminder to both the lover and the married man it would be hard to surpass the series of ads run by a drug firm in Winnipeg:

#### PURE, FRESH CANDY

When you walk up to the door, and she answers the bell, it is lucky you have the candy—you would be speechless otherwise. You hand it to her, with "Sweets to the Sweet!" if you have the nerve—and she opens it. You are glad you bought it at CORWIN'S, because you know it is fresh and pure.

It is pretty small, after you have won her heart with sweet gifts and sweeter words, if you forget that she likes both after you are married. Stop in today and get her a box of

CORWIN'S CHOCOLATES

### "AROUND THE WORLD" WINDOW OF CONFECTIONS

Howard Vair adopted an extremely clever means of introducing the confections to the public. He prepared what he described as an "Around the World" window display.

Generous samples of the candy were given a place of honor in the centre of the big show window, being arranged on a raised dais covered with white silk. The lower base of the window was trimmed in white and royal purple.

Well to the foreground of the window were harmoniously arranged little piles and dishes of the ingredients of the candy. White ribbon streamers were then carried from each pile and dish to attractive display cards attached to the window glass, each card setting forth some interesting fact about the ingredients of the sweetmeats.

One card told the public that the walnuts on exhibition and used in a certain variety of the candy had been grown in England. The dates for the filling in another variety came from far-off Arabia. A glass of milk came from a local dairy noted for its cleanliness. Every part of the world was represented with some product in the new candies, the public being informed to this effect on a larger display card given a prominent position above the candy. The purity of the ingredients used in the candy was also emphasized and a cordial invitation extended to all persons to visit the candy kitchen and see how all Vair candy was made.

The "Around the World" window proved a winner in every respect. The novelty of the trim attracted the attention of nine out of every ten persons who passed the shop and the inviting appearance of the candy did the rest. Within a week Mr. Vair had established a regular line of customers for his new creations, a patronage that has continued to increase daily ever since.—*Retail Merchants' Globe.*

The Human Race Is Divided Into Two Classes:  
Those Who Go Ahead And Do Something And  
Those Who Sit And Ask: "Why Wasn't It Done  
The Other Way"—Oliver Wendell Holmes.

L. P. Gingras, maker of mineral waters, Quebec, has had his business registered.

Martel & Simoneau, Ltd., wholesale druggists, Quebec, have been incorporated.

## Twenty Years Experience in Manufacturing COUGH DROPS and SATIN FINISH CANDY

HAVE ESTABLISHED A REPUTATION FOR  
**QUALITY**

Made of Pure Sugar.

Try a Shipment of a Dozen Bottles

DUNLOP CANDY CO., LIMITED, 1264 Queen Street West, TORONTO



## HINTS from METHODS of OTHER DRUGGISTS

**A**N American druggist had a store opening recently. To every lady who entered the store he presented a rosebud, to the stem of which was attached a card reading: "I came from The Quality Pharmacy and can vouch for good treatment." A printed band wrapped around each cigar presented to men visitors proclaimed: "They don't keep us at The Quality Pharmacy—they sell us."

### LABOR DAY SOUVENIR

A suitable souvenir article for the laboring man is a pocket drinking cup, as it is an article of daily use. Many advertising novelty houses make a specialty of drinking cups which can be stamped or imprinted with the store name.

Any souvenir for Labor Day should be given away on the two days preceding the holiday, and given to each laboring man or his wife who visits your store.

If your store is located in a factory neighborhood, try this plan of remembering your factory trade on this day, set aside by legal decree in its recognition.

### ANNOUNCING CHURCH SERVICES

Letter window cards about the Sunday Services at the leading Churches of your city. Take all the merchandise from one of your windows and replace it with these Service Announcements from Saturday until Monday. Such action is a good-will builder for your store.

### HAVING THE LUCKY DOLLAR

The druggist who uses this idea can depend on it awakening wide interest. Go to the bank and draw out from 10 to 50 one-dollar bills and make a list of the numbers. Give them out in change to your customers. In a day or two advertise as follows:

*"Have You One of These \$1.00 Bills?"* The dollar bills listed here are in circulation around this city. Perhaps you have one of them? If you have one of these bills bring it to our store and receive \$1.50 cents in trade for it."

(Then give list of numbers)

This scheme will create curiosity, is inexpensive and will bring new customers into your store. It can be used over and over again.

### ANNOUNCING THEATRE BILLS.

His location near the down-town theatre section of an eastern city affords a druggist an opportunity to keep his patrons informed concerning the different attractions at the various showhouses.

He secures a list of the different bills for the coming week and has it printed on a large card. This announcement card is hung up in a prominent place near the soda

fountain. Customers sitting at the tables can read and discuss the notice.

This same plan may also be worked to advantage in a store close to a neighborhood theatre. The patrons of the one would very likely be patrons of the other and would appreciate the advance information.

### THE TURNED TABLE

Suppose you have merchandise which has been hard to get or which for any other reason has been maintained at a high price but which you are now able to sell at a low price.

Take an ordinary 4-legged table of small size. Upend it in your window. Display the merchandise around it, on the floor of the window and place a lettered card against a table leg, reading:

The Table's Turned

"formerly because of their scarcity, these goods could not be obtained except at high prices, buy now, etc."

### MAKING DRIVE ON SCHOOL SUPPLIES

Here is how a druggist conducted a window drive on school stationery. The background was papered with white crepe, with a frieze of black crepe paper, on which were pasted cut-outs of little girls trotting along to school. A large card, cut out to represent a school slate, was hung at the centre rear. It was labeled: Daddy buys my school Supplies here. Does yours?" Both above and beneath the card a large pencil was suspended. Cards dealing with nationally advertised lines of school stationery adorned the background at each side. The floor, covered in black, showed a very complete line of school stationery arranged in such a careful manner that an overcrowded effect was avoided.

## Western Druggist Puts Over a Spelling Contest

**I**N your August issue of RETAIL DRUGGIST," writes G. W. Walkey, druggist at Carberry, Man., "you have taken up a page on the slogan 'Your Druggist is More than a Merchant.' Propaganda such as you have in your article made such an appeal to me that I decided to publish the whole article in my regular newspaper advertising space, a copy of which I enclose.

"When preparing this copy for the press my greatest concern was how to get the people to read it. So the editor and myself hit upon the plan of leaving out a letter in different words so that when the missing letters were put to-



gether they spelt my name, 'Walkey's.' I offered a prize, as you will see, and believe me it took fine. We made one error in that no conditions (except a solution of the puzzle) was necessary, so it was very open. It should have been limited to each one who brought a copy of the advertisement, with the winning letters located. If you think the idea is worth reproducing, use it."

With the above explanation we are glad to reproduce Mr. Walkey's "missing letter" puzzle article. A reader in the news columns of his local paper told of the conditions of the contest, as explained in Mr. Walkey's letter. Here is the article:

Find the missing letters.—Put them together to spell the proper word. Bring your answer to Walkey's Drug Store and get a prize.

#### A DRUGGIST IS MORE THAN A MERCHANT

The drug store is a convenience and a *necessity* that the public has taken for granted. The service it performs has been accepted without thought as to its value. The druggist has been considered as any other merchant.

If the public will only stop to consider the matter fairly, they will realize that the service of the drug store is vital to their welfare, and that such a service can be maintained only if the drug stores are patronized for the purchase of merchandise aside from prescriptions.

Skill in merchandising may be acquired. Skill in compounding cannot be acquired. It is the result of years of expensive training in technical schools, where pharmacists are trained in *accuracy* and taught the knowledge of drugs and chemicals, so that when they enter the commercial field they will be equipped to help preserve and protect the health of the public which forms their clientele.

It would be possible for anyone to set up a box on a curbstone corner and sell many of the articles that are sold in

drug stores. People would not care, however, to risk their lives and health in allowing such a merchant to fill a prescription for them. Few persons realize that when they buy the service of a compounding pharmacist they are buying a highly technical service at what is *practically* a minimum fee. The actual cost of the ingredients of a prescription alone would be an unprofitable business. Drug stores could not exist on that alone, and the public would be deprived of the service of these *silled* pharmacists if it were not *that* drug stores carry a tremendously large stock of related articles. These are sold on a small margin of profit necessarily, because competition is very keen in this line of business. It is to the public's distinct advantage to purchase from drug stores the things that are found ordinarily in the druggist's stock.

The druggist serves the public more hours every day and night than any other retailer, and he does it because it is necessary that the public have nearly constant access to drugs needed to preserve life. No merchant must work for the public so many long hours each day as the druggist. Late in the evening there may come the urgent necessity for a certain kind of drug. A physician is working perhaps to save the life of some person in a critical condition. *here* could he get the drugs he absolutely must have to make the work effective if it were not for the drug store? Almost as much a necessity as the skilled physician himself is the skilled pharmacist back of him, ready to deliver fresh, accurate materials used by the physician in combating disease.

One can see at a glance that these emergency calls are of no great degree of frequency. The profit on them would be small—not enough to pay the light bill for one evening. So the druggist must sell other things in order that he may be able to maintain the sort of business to which his customer will turn some day when it is actually a question of life or death.

Your Business is Appreciated at Walkey's Drug Store.

## MAKING CAMERA SALES THROUGH SUGGESTIONS

How a drug salesman started sales by sending snaps of children to their homes —  
Study the department and it will bring business.

By A. B. Hoover

A FEW years ago I was working in a town out in the West of some thousand inhabitants. I had been in the store only a short time when the proprietor asked me to put in a window display. When I inquired what he would like to have it consist of, he merely grunted and said, "Well, I would like to get rid of some of these cameras."

I looked through our stock of cameras carefully, and talking with him at the same time, soon learned that he knew very little about the line. He couldn't operate the machine itself, nor could he answer some of the simple questions customers are bound to ask. The vital points of the situation were entirely blank, so far as he was concerned, so it was no wonder that he wanted "to get rid" of some of his cameras!

I put in the display to the best of my ability, and then I

put the stock in shape, arranging it as well as circumstances would permit.

On the following Sunday I took a walk around town, carrying with me a camera. Ordinarily Sabbath scenes are not particularly stirring, but on this occasion I was fortunate enough to come upon two small boys playing with a goat. One of the boys was astride the animal, and the other one was trying to make his goatship get up. It was a comical sight and the subject for an excellent picture, so, without attracting the attention of the children, I snapped the shutter.

The picture turned out very good, and I had several printed from the film. A young lady friend who saw the finished product knew the children very well. She asked for pictures that she might send them to the boys' mothers.

This gave me an idea. I wrote to the mothers as follows:



"You will find enclosed a reproduction of a recent interesting activity of your little son, and the thought occurred to us that you might be glad to have it for your album. The likeness was taken with a small camera. If you would like more of these pictures we shall be glad to give you the film at any time you find it convenient to drop in."

I didn't suggest in this letter, it will be noted, that the lady buy a camera. But I did enclose a small price list.

Both of the mothers found it convenient to drop in the very next day, and both were highly pleased. One said she had often thought of buying a camera, but that her husband had always talked her out of the notion. I thought the boss was going to die of heart failure when the lady decided that she wanted one of the most expensive cameras we had in the store!

The other lady said that a camera just like the one used to take her little boy's picture was good enough for her to start with—but, on second thought, she guessed she would wait a little while before making the purchase. So far as I know she is waiting yet.

It will be readily understood that I was highly gratified by what I had accomplished, and I told the proprietor how it had all come about. He encouraged me to repeat the stunt, which I did often. I was always on the lookout for pictures of children and I always made it a point to catch the kids unawares. A posed picture isn't so good.

Since being in business for myself I have used this same method to stimulate camera sales. I have used another plan, too, that I think is a good one. I call it the "See yourself as you are." I use a Graflex camera and take pictures of people all over town, and I get them when they least expect it. These pictures are placed in our window on Saturday each week. The townspeople flock to see if

they are included in the "rogues' gallery." They like to find their pictures there, and whether they do or not, the idea creates unusual interest in pictures and in picture-taking.

The camera department must be studied, though. Customers must be instructed and guided. I consider cameras one of the most important side-lines for a retail drug store.

Many a salesman starts out with a cheerful outlook on life, a fine optimism, and a splendid disposition. However, unless conscious care is taken the daily frets, disappointments, and dissolutionments tend to chill, callous, and to rob us of the keenness of our enthusiasm and interest. It is a good thing to have a fine disposition, but a better thing to keep it. The salesman who wants to excel must guard his cheerfulness, his optimism, and his genuine interest in people as he does his health and credit.

### DON'T GUESS—KNOW

There is probably no business which yields earnings more liberal in proportion to the capital than the grocery business, provided a man knows the rules and works within those rules.

The man who would succeed must learn the figures of his business, cut out guess, know that he is right. Then he must act consistently on that knowledge—and he need have no fear of failure.

# Illingworth's

## PHOTOGRAPHIC PAPERS

Bromide, Bromide de Luxe, Slogas (Gaslight) Enitone (Self-toning) and P.O.P. Post Cards in all grades. Thomas Illingworth & Co., Limited, London. Illingworth's are the Paper People.

AGENTS FOR CANADA, THE

National Drug and Chemical Company of Canada, Limited  
34 St. Gabriel Street, Montreal

## The Premier Self-toning Paper

### TINTONA

A heavy weight tinted base paper coated with the world famous Seltone emulsion in four tints—Cream, Blue, Green and Grey.

*Seltone*  
LETO

### Collodian SELF TONING PAPER

In five grades  
matte smooth, cream smooth,  
antique white, antique cream  
and glossy.  
Paper, Postcards and Boardoids  
in all grades.

Roman Wall House  
1 Crutched Friars  
LONDON, E.C. 3

The LETO Photo Materials  
Company, (1905) Ltd.

# WATKINS EXPOSURE METERS



Special patterns  
or Studio, Indoor  
Kinematograph Colour Plate

STOCKED BY STORES

WATKINS METER CO. - HEREFORD, ENGLAND

## Photographic Supplies

The Retail Drug trade is the legitimate outlet for the sale of photographic goods. Tell them about your lines on this page.

Rates on request



## THE WEST SHOWS US HOW

This is how an Irma, Alberta, druggist advertises his photographic goods:

## .: We All Like Pictures .:

## Then Why Not Take Picture of the Things That Interest Ourselves

**SOME LIKE SCENERY**—There are many beautiful sports around Irma.

**SOME LIKE**—Horses, Cattle, or other stock, and Irma boasts of as good quality stock as any part of Canada.

**PICTURES OF**—your Picnics, Camping, Autoing, Swimming, Your Farm and Buildings, Your Children at work or at play. Either of these pictures will and do please yourselves and your friends in the old homes, and are easy to take and keep by using the **CANADIAN MADE**—

**"EASTMAN"**

Kodaks and Brownies  
Kodak Film in the Yellow Box

Come in and let us show you. We have a new Catalogue for YOU. We have a good supply of  
**KODAKS AND FILMS IN STOCK.**

**We Are putting on an AMATEUR  
PHOTOGRAPHIC Competition  
AUGUST and SEPTEMBER**

Giving away two beautiful prizes.

First Prize: **TOILET & MANICURE CASE**, value \$13.50.

Second Prize:—**FRUIT BOWL & SIX NAPPIES**  
Harc-Painted China, value \$7.00

Second prize will only be given if 30 or more enter for competition.

**NO ENTRY FEE**—As many entries as you wish, but not more than two pictures with each film box. Films must be bought from us between July 24th and Sept. 24th. Each carton or film box must have our Name and Date Stamp bearing the dates as above.

Pictures made from film bought from us between the above dates, and either developed and printed by us or by the exhibitor at home, must be left with us together with the film box before Sept. 30th, 1922.

Prizes will be given for the best pictures, and the awards will be by us, and our decision will be final. Prizes will be awarded as quickly after Sept. 30th as judgment can be decided on.

No one connected with the store will allowed to enter.

Pictures will be on exhibit in the Drug Store

**THOS. J. DERMAN  
DRUGGIST & STATIONER**

I don't say that a man might not be a better mechanic than salesman, but I do say that any normal human being with two eyes, two ears and a tongue can sell goods if he tries hard enough.—Rice Wray in *Salesmanship*.

## GET IT DONE

It isn't the job we intended to do,  
Or the labor we've just begun,  
That puts us right on the balance sheet;  
It's the work we have really done.  
Our credit is built upon things we do,  
Our debit on things we shirk;  
The man who totals the biggest plus  
Is the man who completes his work.  
Good intentions do not pay bills;  
It's easy enough to plan.  
To wish is the play of an office boy;  
To do is the job of a man.

—Richard Lord.

Employer (hiring new man): "You are not afraid of early hours. I suppose?"

New Man: "No, sir; you can't close too early for me."

## SUCCESSISMS

(*Forbes Magazine, N.Y.*)

Hard luck is blamed most by those who have soft heads.

Get gumption.

Aspire—but also perspire.

Ask many useful questions and in time you'll be able to answer many.

Any fool can see with his eyes, the wise man strives to see with his brain.

The capital you must depend upon most is this capital: I.

Half-heartedness leads to complete failure.

Knowledge develops your imagination.

If you do so little that you wouldn't be greatly missed you're likely to be dismissed.

"Here boy," said the man to the boy who was helping him drive a bunch of cattle, "hold this bull a minute, will you?"

"No," answered the boy, "I don't mind being a director in this company but I'm darned if I want to be a stockholder."

## WHERE?

Where can a man buy a cap for his knee?

Or a key to the lock of his hair?

Can his eyes be called an academy.

Because there are pupils there?

In the crown of his head what gems are found?

"Who" travels the bridge of his nose?

Can he use, when shingling the roof of his mouth,

The nails on the end of his toes?

Can the crook of his elbow be sent to jail?

If so, what did he do?

How does he sharpen his shoulder blades?

I'll be hanged if I know, do you?

Can he sit in the shade of the palm of his hand,

Or beat on the drum of his ear?

Does the call on his leg eat the corn on his toes?

If so, why not grow corn on the ear?



# GOODS ALWAYS IN DEMAND

All British Manufacture Are You Stocked?

## TRY IT IN YOUR BATH SCRUBB'S Cloudy AMMONIA

MARVELLOUS PREPARATION

Invaluable for Toilet and Domestic Purposes.

Sales Agents for Canada:—Harold F. Ritchie and Co., Ltd., 10 McCaul St., Toronto



TRADE MARK Reg'd.  
Established 1847

## THE LION LEADS NO LANCING OR CUTTING WITH Burgess' Lion Ointment

A CONTINUOUS RECORD OF SUCCESS

Stocked by the leading Wholesale Houses. The Proprietary or Patent Medicine Act No. 5)

## PHOSFERINE The Greatest of all Tonics A Proven Remedy for

Influenza Maternity Weakness Lassitude Sciatica Neuralgia Loss of Appetite  
Indigestion Mental Exhaustion Anaemia Nerve Shock Malaria Rheumatism  
Sleeplessness Premature Decay Neuritis Headache Exhaustion Nervous Debility

Sold by leading druggists everywhere, in liquid and tablet form.

Sales Agents for Canada: Harold F. Ritchie & Co., Limited  
10 McCaul St., Toronto, Ontario

Proprietors: Ashton & Parsons, Limited, London, England

## ATKINSON & BARKER'S INFANTS' PRESERVATIVE

The Mother's Best Friend for over a Century.

R. BARKER & SON, Ltd., Wesley St., C-on-M., Manchester, Eng.

## STOUT PEOPLE DEMAND ANTIPON

The World's Most Popular Remedy for Obesity  
Should be stocked by all up-to-date druggists and stores. From  
all the leading wholesale houses, including The National Drug  
& Chemical Co.  
of Canada. The  
T. Eaton Co.,  
Limited, Lyman  
Bros. & Co.,  
Limited, and  
Sharland & Co.



Eldon Street, London, England

## Orrbridge's Lung Tonic

FOR  
COUGHS  
FOR  
COLDS



Patronized by Her Late Majesty Queen Victoria

BARBER'S ORIGINAL  
CRIMSON MARKING INK  
For Marking Linen

which is changed by heat to a Jet Black. In use for over 70 years

Sole Proprietors: BARBER & COMPANY  
6 Worcester Drive North, Liverpool, England

## Clarke's Blood Mixture

"Everybody's Blood Purifier."

## In Greater Demand than Ever

BECAUSE of its great merit in the treatment of  
Bad Legs, Abscesses, Ulcers, Glandular Swellings,  
Piles, Eczema, Boils, Pimples, Sores and Eruptions,  
and BECAUSE it is regularly advertised in Can-  
ada, Clarke's Blood Mixture, the famous Blood Purifier, is  
to-day in greater demand than ever. Over 50 years success.

Stocked by all principal wholesalers

## TRUSSES

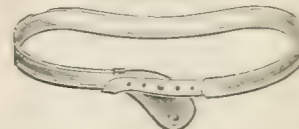
For All Markets

We make every kind of Truss, both English  
and American pattern, in a variety of styles and  
qualities, and shall be glad to submit drawings  
and prices.

PRICE LISTS

ELLIS, SON & PARAMORE, Spring St. Works, Sheffield Eng.

"NON-RUST"



## SHADEINE FOR COLORING GREY HAIR

This popular article is largely advertised  
and stocked by all Wholesale Houses

Lyman Bros. Co., Ltd., 71 Front St. E., Toronto  
Parke & Parke, Ltd. - Hamilton, Ontario  
The Shadeine Co., 58 Westbourne Grove,  
London, W., England

## FENNINGS' FEVER MIXTURE

as used throughout Great Britain and  
Colonies for over fifty years

Wholesale Agents—SNIDER & BOSSONS, WINNIPEG

## The Evan Williams

"Always in Great Demand"  
Canadian Agents

Messrs. Palmers, Ltd., 100 LaFour Street, Montreal

ORIGINAL  
HENNA

SHAMPOO

## Dr. STEDMAN'S TEETHING POWDERS for Children

## Dr. STEDMAN'S WORM POWDERS for Children and Adults

From all the Leading Wholesale Houses

Depot: 125 New North Road, London, N. 1. England

## "SPUN" OINTMENTS

THE LARGEST SALE IN THE WORLD

We pack everything necessary to a chemist's Business.  
Write for our illustrated Catalogue.

Robert Blackie, Shen Work's Tower Bridge Rd., London, Eng.

## SECCOTINE

REGD

THE BEST GENERAL ADHESIVE THE  
WORLD KNOWS. IT SELLS ON SIGHT.

## FIRMAS

REGD

A liquid preparation to be used  
for cementing articles of Glass,  
China, or Delph required to hold  
hot or cold water—a marvellous product

ISSUED BY MCALW STEVENSON & ORR LTD BELFAST IRELAND

Sole  
Canadian  
Agents

MENZIES & COMPANY, LIMITED,  
439, KING STREET WEST  
TORONTO



## Current Prices on Drugs and Chemicals

The prices presented here represent average Toronto prices for the usual quantities purchased by retail dealers. Owing to the unsettled conditions these quotations are liable to change.

Acetaminol, lb. . . . .	\$ .60	Aluminium, Acetotartrate, oz. . . . .	\$0.25	Asches, pearl, lb. . . . .	\$ .60	Bromine, oz. . . . .	1.20
Acetone, pure, lb. . . . .	.95	Bromide, oz. . . . .	.50	Pot., lb. . . . .	.15	C.P. oz. . . . .	.60
Acid, Acetic, B.P., lb. . . . .	.22	Chloride, pure, oz. . . . .	.15	Asphaltum, lb. . . . .	.10	Chloride, oz. . . . .	.50
Acetic, 99½ p.c., lb. . . . .	.65	Metal, oz. . . . .	.25	Atropia, pure, 15 gr. bots., each . . . . .	2.00	Bromine, ¼ lb., lb. . . . .	4.30
Arsenious (Arsenic), lb. . . . .	.20	Nitrate, pure, oz. . . . .	.15	Sulphate, ½ oz. bots., per oz. . . . .	8.25	Bromotorm, oz. . . . .	.25
Arsenious (pure), oz. . . . .	.10	Sulphate, pure, oz. . . . .	.15	Balsam, Canada, lb. . . . .	1.50	Bromural, oz. . . . .	3.15
Arsenious (red lump), oz. . . . .	.05	Alumina, oz. . . . .	.75	Copaiba, Amer., lb. . . . .	.80	Broomtops, lb. . . . .	.50
Benzoic, from Gum, oz. . . . .	1.10	Ammon. ¼ oz., bot., each . . . . .	1.50	Copaiba, English, lb. . . . .	1.75	Cadmium, oz. . . . .	.25
Benzoic, from Toluol, oz. . . . .	.20	Ammonal, oz. . . . .	1.65	Peru, oz. . . . .	.35	Bromide, oz. . . . .	.20
Boric, Crystals, lb. . . . .	.22	Ammonal tablets, oz. . . . .	1.65	Tell. oz. . . . .	.15	Chloride, oz. . . . .	.30
Boric, pure, lb. . . . .	.25	Ammonium Acetate, oz. . . . .	.15	Bark, Ash, prickly, lb. . . . .	.25	Iodide, oz. . . . .	.55
Butyric, oz. . . . .	.25	Benzoate, oz. . . . .	.35	Bark, Angustura, lb. . . . .	1.10	Nitrate, oz. . . . .	.25
Caeddylic, 5 gr. bot. ea. . . . .	.30	Bichromate, oz. . . . .	.20	Bayberry, lb. . . . .	.90	Sulphate, oz. . . . .	.30
Camphoric, oz. . . . .	.90	Borate, oz. . . . .	.20	Canella, lb. . . . .	.25	Sulphide, oz. . . . .	.50
Carbolic, 1 lb. bots. . . . .	.40	Bicarbonate, oz. . . . .	.15	Cascara, lb. . . . .	.25	Caffeine, oz. . . . .	.40
Carbolic, 5 lb. tins lb. . . . .	.32	Bromide, lb. . . . .	.55	Cascaria, lb. . . . .	1.35	Benzoate, oz. . . . .	2.10
Carbolic, 10 lb. tins lb. . . . .	.31	Carbonate, lb. . . . .	.20	Cherry, black, lb. . . . .	.30	Citrate, oz. . . . .	.40
Carbolic, crude, Com'l., gal. . . . .	.80	Carbonate C.P. Howard's, lb. . . . .	1.00	Cotton Root, lb. . . . .	.20	Hydrobromate, oz. . . . .	1.20
Chromic, pure Cryst. oz. . . . .	.25	Carbonate C.P., Merck's, lb. . . . .	.60	Condurango, lb. . . . .	.60	Hydrochloride, oz. . . . .	1.35
Crysophanic, oz. . . . .	.35	Carbonate, powd., lb. . . . .	.21	Elm, lb. . . . .	.90	Salicylate, oz. . . . .	1.00
Cinnamic, oz. . . . .	.80	Fluoride, oz. . . . .	.50	Hemlock, lb. . . . .	.15	and Soda Benzoate, oz. . . . .	.80
Citric, lb. . . . .	.35	Glycerophosphate, oz. . . . .	.50	Mezerion, lb. . . . .	.50	Calamine, prepared, lb. . . . .	.15
Citric, 1 lb. bots. each . . . . .	1.50	Hypophosphite, oz. . . . .	.30	Peruvian, Red, lb. . . . .	.65	Calcium, metal, oz. . . . .	5.25
Fluoric, ¼ lb. bots. each . . . . .	.88	Iodide, oz. . . . .	.55	Peruvian, yellow, lb. . . . .	.65	Acetate, oz. . . . .	.15
Fluoric, ¼ lb. bots. each . . . . .	.36	Liquor, fort., lb. . . . .	.18	Pomegranate, lb. . . . .	.55	Bromide, oz. . . . .	.15
Fluoric, oz. . . . .	.40	Molybdate, oz. . . . .	.35	Poplar, lb. . . . .	.30	Carbide, lb. . . . .	.15
Gallie, oz. . . . .	.15	Muriate lump, lb. . . . .	.25	Sassafras, lb. . . . .	.50	Carbonate, pure . . . . .	.50
Glycerine, phosphoric, oz. . . . .	.65	Gum . . . . .	.15	Soap, lb. . . . .	.25	Carbonate, Precip., lb. . . . .	.10
Hydriodic, oz. . . . .	.45	Nitrate, com'l., lb. . . . .	.35	Tamarac, lb. . . . .	.35	Chloride, com'l., lb. . . . .	.08
Hydrobromic, lb. . . . .	.50	Nitrate, C.P., oz. . . . .	.15	Wahoo, lb. . . . .	1.15	Chloride, pure, lb. . . . .	1.00
Hypophosphorus, 10 p.c., oz. . . . .	.15	Oxide, oz. . . . .	.15	Witch Hazel . . . . .	.15	Glycerophosphate, oz. . . . .	.80
Lactic, concentrated, oz. . . . .	.20	Persulphate, oz. . . . .	.20	White Pine, lb. . . . .	.18	Hypophos., oz. . . . .	.15
Mallic, oz. . . . .	1.20	Phosphate, pure, oz. . . . .	.15	Barium, Acetate, oz. . . . .	.20	Iodide, oz. . . . .	.65
Meconic, oz. . . . .	4.25	Salicylate, oz. . . . .	.30	Bromide, oz. . . . .	.40	Lactophosphate, oz. . . . .	.25
Melissic, pure, oz. . . . .	.40	Succinate, oz. . . . .	.70	Carbonate, pure, lb. . . . .	.60	Nitrate, oz. . . . .	.25
Monochlor, acetic, oz. . . . .	.45	Sulphate, com'l., lb. . . . .	.15	Chlorate, oz. . . . .	.20	Oxalate, pure, oz. . . . .	.15
Muriatic, com'l., lb. . . . .	.08	Sulphate, pure, oz. . . . .	.10	Chloride, com'l., lb. . . . .	.25	Peroxide, oz. . . . .	.30
Muriatic, C.P., lb. . . . .	.28	Sulphide, pure, cryst., oz. . . . .	.90	Chloride, pure, lb. . . . .	.70	Phos. Percip., lb. . . . .	.25
Nitric, com'l., lb. . . . .	.18	Sulphite, oz. . . . .	.30	Metal, 2 c.c. tubes, each . . . . .	7.00	Phosphide, oz. . . . .	.90
Oleic, pure, oz. . . . .	.45	Sulphocyanide, oz. . . . .	.20	Nitrate, oz. . . . .	.20	Saccharate, oz. . . . .	.20
Osmic, 1 gramme tu., ea. . . . .	5.10	Tartrate, neutral, oz. . . . .	.20	Oxide, Hydrate, com'l., oz. . . . .	10	Salicylate, oz. . . . .	.45
Oxalic, lb. . . . .	.25	Valerianate, oz. . . . .	.75	Peroxide, Anhydrous, pure, oz. . . . .	.15	Sulphate, Precip., lb. . . . .	.70
Oxalic, pulv., lb. . . . .	.40	Amyl. Acetate, Oxide, oz. . . . .	.15	Peroxide, com'l., lb. . . . .	1.00	Sulphide, oz. . . . .	.10
Perchloric, oz. . . . .	.25	Barrylate, oz. . . . .	.35	Phosphate, com'l., lb. . . . .	1.00	Sulphite, oz. . . . .	.15
Phosphoric, concent, 1500 lb. . . . .	.75	Formate, oz. . . . .	.25	Sulph., Precip., oz. . . . .	.10	Sulphocarb., oz. . . . .	.20
Phosphoric, dil., lb. . . . .	.30	Nitrate, oz. . . . .	.70	Sulphide, pure, oz. . . . .	.15	Campher in bulk . . . . .	1.70
Phosphoric, glacial, oz. . . . .	.25	Nitric, oz. . . . .	.50	Beans, Calabar, oz. . . . .	.15	oz. blocks, lb. . . . .	1.70
Phosphoric, syrupy, 1750, lb. . . . .	.75	Valerianic, oz. . . . .	.70	Tongum, oz. . . . .	.25	Powdered, lb. . . . .	2.00
Proligenous, lb. . . . .	.15	Anaesthesin, 25 grm. pgks, each . . . . .	3.85	Vanilla Mexican, oz. . . . .	.60	Monobromide, oz. . . . .	1.85
Pyralic, 25 lbs. doz. . . . .	3.00	Amylene, Hydrate, oz. . . . .	1.35	Vanilla Bourbon, oz. . . . .	.40	Monobromide, oz. . . . .	.30
Pyrogalic Marek's oz. . . . .	.35	Asethol, oz. . . . .	.65	Vanilla, Bourbon, oz. . . . .	.40	Cannabine Tannate, 15-gr. tubes, each . . . . .	.60
Salicylic, lb. . . . .	.65	Aniline, pure, oz. . . . .	.15	Vanilla, Bourbon, oz. . . . .	.40	Cantharides, whole, Chinese lb. . . . .	2.25
Salicylic, natural, oz. . . . .	1.00	Antikamnia, oz. . . . .	.50	Vanilla, Bourbon, oz. . . . .	.40	lb. . . . .	2.25
Succinic, oz. . . . .	2.00	Vest packet, box, doz. . . . .	3.15	Vanilla, Bourbon, oz. . . . .	.40	Powder, Chinese, lb. . . . .	2.25
Sulphanilic, oz. . . . .	.50	Verimony, metal, oz. . . . .	.10	Vanilla, Bourbon, oz. . . . .	.40	Wh. Russian, lb. . . . .	5.00
Sulphocarb., oz. . . . .	.11	Vinyl pure, oz. . . . .	.10	Vanilla, Bourbon, oz. . . . .	.40	Powdered Russian, lb. . . . .	5.10
Sulph., com'l., lb. . . . .	.12	Arsenate, oz. . . . .	.30	Vanilla, Bourbon, oz. . . . .	.40	Cantharidin, 5 gr. tube, each . . . . .	2.25
Sulph., C.P., lb. . . . .	.25	Chloride, oz. . . . .	.45	Vanilla, Bourbon, oz. . . . .	.40	Carbon, Bisulph lb. . . . .	.25
Sulphur, lb. . . . .	.20	Liver (crocus) lb. . . . .	.70	Vanilla, Bourbon, oz. . . . .	.40	Tetrachloride lb. . . . .	.35
Stearic lb. . . . .	.60	Oxide, White (Acid Anti-oxidant) oz. . . . .	.75	Vanilla, Bourbon, oz. . . . .	.40	Cassoum, oz. . . . .	.65
Tartaric lb. . . . .	1.25	Tart. Pure, (Tartar Emetic), lb. . . . .	.70	Vanilla, Bourbon, oz. . . . .	.40	Cellidin, oz. . . . .	1.50
Tartaric, 1 lb. . . . .	.45	Antipyrine, Salicylate, oz. . . . .	2.25	Vanilla, Bourbon, oz. . . . .	.40	Cerium nitrate, oz. . . . .	.35
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Oxalate, oz. . . . .	.20
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chalk French lump, lb. . . . .	.40
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	French, powd., lb. . . . .	.05
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloramid, oz. . . . .	.85
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . . . .	1.25
Tartaric, 1 lb. . . . .	.45	Asethol, oz. . . . .	1.50	Vanilla, Bourbon, oz. . . . .	.40	Chloral Hydrate, lb. . .	



Citarin, oz. ....	\$0.90	Eserine, Salicylate, 5 gr. tube, each. ....	.70	Gum Seediac, oz. ....	.10	Iron, Oxide, Com'l, lb. ....	\$0.20
Citrophen, 25 gr. pkt., each. ....	.90	Sulphate, 5 gr. tube, each. ....	.65	Shenae orange, lb. ....	1.25	Black, oz. ....	.15
Cobalt, oz. ....	.60	Ether, Sulph., lb. ....	.40	Shenae, bleached, lb. ....	1.25	Brown, pure, lb. ....	.40
Chloride, oz. ....	.35	Sulph., Squibbs, 1/2 lbs. ....	1.76	Shenae, Powd., lb. ....	1.50	l. Saccharated, lb. ....	.60
Nitrate, oz. ....	.20	lb. ....	1.00	Storax, oz. ....	1.25	Peptonized, oz. ....	.30
Oxide, oz. ....	.30	Ether, Valerianate, oz. ....	.50	Spruce, lb. ....	.10	Perchloride oz. ....	.40
Sulphate, oz. ....	.20	Ethyl Bromide, oz. ....	.40	Substitute Yellow Dextrine, lb. ....	.10	Phosphate Salt, lb. ....	.15
Cocaine alkaloid, oz. ....	19.00	Butyrate, oz. ....	.30	White, lb. ....	.10	Pyrites, lb. ....	.30
Nitrate, 1/2 oz. ea. ....	5.00	Formate, oz. ....	.65	Tamarac, lb. ....	1.50	Iron Pyrophosph., oz. ....	.20
Salicylate, 5 gr. pkt. ea. ....	1.25	Iodide, oz. ....	.70	Thus, (Turpentine), lb. ....	.35	Sesquichloride, oz. ....	.10
Muriate, oz. ....	7.25	Eucaine, B., 1/2 oz. each. ....	.20	Tragacanth, extra select, lb. ....	3.25	Sulcate, oz. ....	.20
Teal, lb. ....	.75	Eucalyptol, oz. ....	3.50	Tragacanth, 2nd select, lb. ....	2.75	Subsulphate, oz. ....	.15
Pulv., lb. ....	.85	Euresin, oz. ....	2.10	Tragacanth, 3rd select, lb. ....	2.25	Succinate, oz. ....	.50
Cocoa Butter, lb. ....	.75	Exagrine, 25 grs., each. ....	1.50	Tragacanth Sorts, lb. ....	2.25	Sulph., Exsic, lb. ....	.12
Codena, Cryst., oz. ....	6.75	Exodin Tablets, 12 gramme each (boxes of 10 tablets) box ....	.50	Gun Cotton, oz. ....	.40	pure, lb. ....	.35
Hydrochlor., oz. ....	9.00	Ferratin, oz. ....	1.00	Haemoglobin, oz. ....	.85	Sulphocarb., oz. ....	.30
Phosphate, oz. ....	4.50	Ferropyrine, oz. ....	1.40	Hedonal, oz. ....	1.35	Sulphocyanide, oz. ....	.50
Sulphate, oz. ....	4.75	Fibrolysin, tube, each. ....	.55	Heliotropin, oz. ....	.50	Tart and Potash, oz. ....	.30
Colchicin, C.P., Cryst., 15 gr. bot., each. ....	2.65	Flowers, Arnica, lb. ....	.35	Holocaine Hydrochlor, 1 gramme bots., each. ....	1.00	Valerianate, oz. ....	.70
Colocyath, apple, lb. ....	.80	Chamomile, German, lb. ....	.55	Homatrophine, pure, 1 gr. tube, each. ....	.25	Wire, fine, lb. ....	.50
Pulv., lb. ....	1.00	Chamomile, Roman, lb. ....	1.15	Hydrobrumate, 1 gr. tube, each. ....	.50	Sulphide, lumps, lb. ....	.75
Colloidal, lb. ....	.60	Calendula, lb. ....	3.50	Honey, lb. ....	.25	sticks, lb. ....	.80
Canthar, oz. ....	.40	Flowers, Elder, lb. ....	.35	Hops, in packages, doz. ....	1.00	Isinglass, American Fish, oz. ....	.20
Flexible, oz. ....	.10	Lavender, lb. ....	.65	Hydrastin, Alkaloid, 15 gr. tubes, each. ....	2.50	Brazil, oz. ....	.45
Styptic, oz. ....	.15	Rose, oz. ....	.20	Hydrastin, Hydrochlor, 15 gr. bots., each. ....	1.50	Russian, oz. ....	1.50
Coloring, Brandy, lb. ....	.20	Formaldehyde, lb. ....	.32	Sulphate, 15 gr. bots, ea. ....	2.30	Jalap, oz. ....	1.25
Cochineal, lb. ....	.50	Fumer Spar, powd., lb. ....	.15	Hydrastinine Hydrochlor, 15 gr. tubes, each. ....	2.75	Juice Pawpaw, oz. ....	.70
Confect., Opium, lb. ....	.75	Fuher's Earth, lb. ....	.10	Hydroquinine, oz. ....	.25	Jalap, Resin, oz. ....	.75
Roses, lb. ....	1.25	Powdered. ....	.07	Hyoscine Hydrobrom, 1 gr. tube, each. ....	.50	Kamala, oz. ....	.50
Senna, lb. ....	1.25	Gaduel, oz. ....	.40	Hydrochlor, 1 gr. tube, each. ....	1.25	Kaolin, lb. ....	.12
Sulphur, lb. ....	.50	Gallobromal, oz. ....	.60	Pure Amorphous, 1 gr. tube. ....	.50	Kefir, fungi, oz. ....	1.65
Copper, Acetate, pure, oz. ....	.25	Galls, powd., lb. ....	.50	Hyoseyamine, amorph., Cryst., 1 grain, each. ....	.40	Keratin, Peptonized, oz. ....	3.25
Arseniate, oz. ....	.20	Garlic, lb. ....	.30	Hydrochlor, 5 gr. tube, each. ....	1.75	Kesselguhr, Natural, lb. ....	.40
Aluminated, oz. ....	.10	Gelatin for Hypodermic use, 100 grammes, each. ....	1.60	Hydrochlor, 5 gr. tube, each. ....	1.75	Koussou, oz. ....	.20
Ammonia Sulph., oz. ....	.15	Cox's, per doz. ....	2.00	Hydrochlor, 5 gr. tube, each. ....	1.75	Kola Nuts, lb. ....	.55
Bromide, oz. ....	.45	Gelatine, Silver label, lb. ....	1.25	Hydrochlor, 5 gr. tube, each. ....	1.75	Lactophenin, oz. ....	1.15
Carbonate, lb. ....	.60	Gelseminine, C.P., 5 gr. bot. each. ....	.70	Hydrochlor, 5 gr. tube, each. ....	1.75	Lactucarium, oz. ....	1.25
Chloride, B., oz. ....	.20	Hydrobromate, 5 gr. bot. each. ....	.70	Hydrochlor, 5 gr. tube, each. ....	1.75	Laevulose, Diabetic, 100 gm. tin, each. ....	.80
Citrate, oz. ....	.25	Hydrochlorate, 5 gr. bot. each. ....	.70	Hydrochlor, 5 gr. tube, each. ....	1.75	Syrupy, Microscopy, oz. ....	1.00
Cyanide, oz. ....	.25	Sulphate, 5 gr. bot., each. ....	.70	Hydrochlor, 5 gr. tube, each. ....	1.75	Lard, Benzated, lb. ....	.50
Filings, oz. ....	.12	Gingerine, oz. ....	.75	Hydrochlor, 5 gr. tube, each. ....	1.75	Lead Acetate, C.P., Cryst., lb. ....	.55
Foil, oz. ....	.15	Glass Wool, oz. ....	.45	Hydrochlor, 5 gr. tube, each. ....	1.75	Acetate, lb. ....	.25
Metal, oz. ....	.25	Glucose, lb. ....	.12	Hydrochlor, 5 gr. tube, each. ....	1.75	Acetate, powdered, lb. ....	.30
Nitrate, oz. ....	.15	Pure, oz. ....	.20	Hydrochlor, 5 gr. tube, each. ....	1.75	Arsenate, Com'l, lb. ....	.40
Oxalate, oz. ....	.35	Glycerine, lb. ....	.37	Hydrochlor, 5 gr. tube, each. ....	1.75	Carbonate, E.P., lb. ....	.90
Oxide, black, oz. ....	.25	Glycin, oz. ....	.55	Hydrochlor, 5 gr. tube, each. ....	1.75	Chloride, pure, oz. ....	.15
Oxide, red, oz. ....	.30	Glycerin, Ammon., oz. ....	.90	Hydrochlor, 5 gr. tube, each. ....	1.75	Chromate, Fused, oz. ....	.15
Potass. Chloride, oz. ....	.20	Gold Bromide Mono, 5 gr. bot., each. ....	.70	Hydrochlor, 5 gr. tube, each. ....	1.75	Dioxide, oz. ....	.15
Shade, oz. ....	.25	Bromide, Tri., 5 gr. bot. each. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Felt Assay, lb. ....	.50
Sulphide, oz. ....	.20	Chloride and Sodium, 15 gr. bots., doz. ....	4.20	Hydrochlor, 5 gr. tube, each. ....	1.75	Iodide, oz. ....	.40
Sulphate, pure, lb. ....	.55	Chloride and Sodium, solun, oz. ....	3.00	Hydrochlor, 5 gr. tube, each. ....	1.75	Nitrate, pure, oz. ....	.20
Sulphate, com'l, lb. ....	.12	Chloride, dry, 15 gr. bots., doz. ....	12.00	Hydrochlor, 5 gr. tube, each. ....	1.75	Com., lb. ....	.25
Tartrate, oz. ....	.20	Oxide 15 gr. bot., each. ....	1.55	Hydrochlor, 5 gr. tube, each. ....	1.75	Oleate, oz. ....	.25
Wire, oz. ....	.25	Grains, Paradise, lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Oxide, Black, oz. ....	.10
Cowhage, oz. ....	1.75	Guaiac, oz. ....	.50	Hydrochlor, 5 gr. tube, each. ....	1.75	Oxide, C.P., lb. ....	.85
Cressate, B.W., lb. ....	1.40	Guaiac Carbonate, oz. ....	.45	Hydrochlor, 5 gr. tube, each. ....	1.75	Oxalate, oz. ....	.12
Cash, oz. ....	.35	Salicylate, oz. ....	2.35	Hydrochlor, 5 gr. tube, each. ....	1.75	Peroxide, oz. ....	.25
Cross, Martis, lb. ....	.38	Valerianate, oz. ....	.85	Hydrochlor, 5 gr. tube, each. ....	1.75	Sulphate, C.P., oz. ....	.25
Cross, Choral, oz. ....	.85	Guaiacum Rasp., lb. ....	.20	Hydrochlor, 5 gr. tube, each. ....	1.75	Sulphide, oz. ....	.15
Cumarin, oz. ....	.45	Guarara Pulv., oz. ....	.25	Hydrochlor, 5 gr. tube, each. ....	1.75	Test, lb. ....	.40
Cuttle Fish bone, lb. ....	.45	Gum Aloes Barb., lb. ....	.30	Hydrochlor, 5 gr. tube, each. ....	1.75	Leaves, Stramanium, lb. ....	.75
Powdered, lb. ....	.45	Aloes barb., pulv., lb. ....	.35	Hydrochlor, 5 gr. tube, each. ....	1.75	Uva Ursi, lb. ....	.50
Daturine, Pure, 5gr. bot., each. ....	.80	Aloes, Cape, lb. ....	.35	Hydrochlor, 5 gr. tube, each. ....	1.75	Tablets, (100 in bot.), bot. ....	1.25
Hydrochlor. 5 gr. bot., each. ....	.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Lenigallol, oz. ....	1.55
Sulphate, 5 gr. bot., each. ....	.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Leptandrin, oz. ....	.80
Delphinine, 15 gr. bot., each. ....	.65	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Lime Chloride, 1 lb. ....	1.20
Diabetin, 100 grammes for Diacetyl Morphine, oz. ....	2.00	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	15 lb. ....	1.25
Diacetyl Morphine, oz. ....	6.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Miniment Anesth. lb. ....	1.50
Diacetherine, oz. ....	.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Belladonna lb. ....	1.75
Diapente, lb. ....	.50	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Camp. Co. pure. ....	1.20
Diastase Malt., oz. ....	.60	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Chloroform, lb. ....	1.75
Digitatin, German, pure 14 oz., each. ....	4.00	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Croton, lb. ....	1.20
Digitine, pure, 5 gr. tube, each. ....	.40	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Iodine, lb. ....	2.50
Dimethyl-Amidobenzaldehyde, oz. ....	1.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Oil, lb. ....	2.85
Dinin, 15 gr. tube, each. ....	.50	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Saparis B.P. lb. ....	.90
Diphenylamine, oz. ....	.25	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Sinapis Co. lb. ....	2.25
Di-Thymol-Iodide, oz. ....	1.00	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Terebinth. lb. ....	1.20
Diuretin Knoll, oz. ....	2.70	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Acet. lb. ....	1.20
Merek's (Theobromine and Soda Salicyl), oz. ....	.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Edinol, powd., oz. ....	1.05	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Elaterium, oz. ....	2.80	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Flaterin, Cryst., 15 gr. bot., each. ....	2.40	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Emetine, Alkaloid, 5 gr. bot., each. ....	.60	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Epicarlin, Veterinary, oz. ....	1.00	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Pure, oz. ....	.90	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Ergot, lb. ....	6.00	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Pulv., lb. ....	6.25	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Ergotine, Bezean, oz. ....	5.60	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Erythrol Tetrastate Tablets bot., of 24 each. ....	1.90	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Eserine, C.P., 5 gr. tube, each. ....	3.10	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
C.P., 2 gr. tube, each. ....	2.00	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
C.P., 3 gr. tube, each. ....	2.25	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Citrate, tube, each. ....	1.50	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Hydrobromate, 5 gr. tube, each. ....	1.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Hydrochlorate, 5 gr. tube, each. ....	1.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30
Nitrate 5 gr tube, each. ....	1.75	Aloes, Cape, pulv., lb. ....	.40	Hydrochlor, 5 gr. tube, each. ....	1.75	Hydro. Amm. Ammon. Acet. ....	.30



Lithia Chloride, oz. ....	\$0.25	Nitrate, oz. ....	\$ .20	Artificial, oz. ....	.10	Hypophosphite, oz. ....	.15
Citrate, oz. ....	.30	Oxide, oz. ....	.15	Wormseed, oz. ....	.35	Hyposulphate, oz. ....	.50
Iodide, oz. ....	.60	Salt, lb. ....	.30	Wormwood, oz. ....	1.75	Hyposulphite, oz. ....	.15
Nitrate, oz. ....	.25	Sneet, oz. ....	.15	Oil Cake, ground, lb. ....	.06	Iodate, oz. ....	1.20
Salicylate, oz. ....	.45	Sulphate, oz. ....	.10	Ointments, Belladonna, oz. ....	.35	Iodide, lb. ....	4.80
Tartrate, oz. ....	.35	Nosphen, oz. ....	2.50	Blue, lb. ....	1.30	Metabisulphate, oz. ....	.15
Litmus, Granular, lb. ....	2.00	Nux Vomica, powd., lb. ....	.45	Boric Acid, lb. ....	.45	Nitrate, lb. ....	.25
Cubes, lb. ....	2.85	Nyanders, Reagent, lb. ....	1.00	Calamine, lb. ....	.75	C. P., lb. ....	1.00
Losophen, oz. ....	2.25	Oil Amber, crude, lb. ....	1.20	Canthar, lb. ....	1.10	Oxalate, Neutral, lb. ....	1.05
Luminal, oz. ....	9.60	Rectified, lb. ....	1.20	Carbolic, lb. ....	.50	Perchlorate, oz. ....	.30
Lupin, oz. ....	.65	Amygdal, Amara, pure, oz. ....	1.50	Gallae, lb. ....	1.10	Permanganate, lb. ....	.35
Lycopodium, lb. ....	2.25	Persic, oz. ....	1.25	Co., lb. ....	2.00	Phosphate, C.P., oz. ....	.30
Lycetol, oz. ....	3.75	Aniline, oz. ....	.15	Hyd. Ammon, Chlor., lb. ....	1.15	Prussiate, Red Cryst., lb. ....	1.55
Magnesium, Ammonia, Phos- phate, oz. ....	.20	Anise, oz. ....	.15	Biniodide, lb. ....	1.75	Red Pulv., lb. ....	1.60
Borocitrate, oz. ....	.25	Banana, lb. ....	.70	Compd., lb. ....	1.00	Salicylate, oz. ....	.30
Bromide, oz. ....	.45	Bays Green, oz. ....	.10	Nitratu, lb. ....	.90	Silicate, oz. ....	.40
Carb. (ounces), lb. ....	.40	Bay Rum, oz. ....	.38	Oxide, Flav., lb. ....	1.50	Silicofluoride, oz. ....	.15
" (ponderous), lb. ....	.60	Bergamot, oz. ....	.55	Oxide, Rub., lb. ....	1.10	And Seda Tart., C.P. ....	
" (Powdered), lb. ....	.25	Cade, oz. ....	.20	Iodine, lb. ....	.95	Cryst., lb. ....	1.40
" (Calcined), lb. ....	.85	Cajonut, oz. ....	.15	Compd., lb. ....	2.00	Sulphate, Cryst., lb. ....	1.00
Chloride, oz. ....	.20	Camphor, lb. ....	.60	Iodoform, lb. ....	.50	Pulv., lb. ....	1.00
Citrate, soluble, lb. ....	1.25	Caps cum, oz. ....	1.15	Picis, lb. ....	.65	C.P., Cryst., oz. ....	.20
Glycerophosphate, oz. ....	.40	Caraway, oz. ....	.30	Plumbi, Acetate, lb. ....	1.75	C.P., powd., oz. ....	.30
Hypophosphite, oz. ....	.80	Cassa, oz. ....	.25	Plumbi, Iodi, lb. ....	.75	Sulphite, oz. ....	.25
Magnesium Metal, powd., oz. ....	.35	Castor, English, 1st, lb. ....	.29	Resin, lb. ....	.65	Sulphocarb., oz. ....	.30
Nitrate, oz. ....	.15	Ends, lb. ....	.25	Simple, lb. ....	.65	Sulphocyanate, oz. ....	.35
Phosphate, oz. ....	.15	Pharmaceutical, lb. ....	.30	Sulphur, lb. ....	.80	Sulphuret, lb. ....	.65
Ribbon, oz. ....	.60	Cedar, pure, lb. ....	2.75	Sulphur compound, lb. ....	.60	Tartrate, lb. ....	2.15
Salicylate, oz. ....	.20	Cedar, Com'l., lb. ....	1.50	Oleo-Resin, Capsicum, oz. ....	.60	Propylamine, oz. ....	1.00
Sulphate, C.P., dried, lb. ....	.45	Wood, lb., cedar, ....	1.00	Opium, oz. ....	.60	Chlor., oz. ....	3.80
" Commercial, lb. ....	.07	Cedrat, oz. ....	.90	Opium, pulv., oz. ....	.65	Protan, powd., oz. ....	.75
Sulphite, oz. ....	.15	Chaulmoogra, oz. ....	.50	Orange Peel, ....	.25	Pulvis, Aloes Co., lb. ....	.80
Wire, oz. ....	.60	Chamamile, oz. ....	4.00	Ground, ....	.30	Amygdal, lb. ....	1.00
Mallein (5 gramme tubes), each, oz. ....	1.00	Citronella, Com'l., lb. ....	.80	Pancreatine, Pure, Active, oz. ....	.30	Antimon Co., lb. ....	.60
Maltose, oz. ....	1.05	Opt., lb. ....	1.10	Papaine, ....		Aromatic or Cinnamon Co., lb. ....	1.00
Manganese, Borate, oz. ....	.85	Cinnamon, True, oz. ....	2.00	Merck's, oz. ....	1.00	Pulvis, Creta, Aromat, lb. ....	.90
Carbonate, oz. ....	.20	Cloves, oz. ....	.30	Paraformaldehyde, oz. ....	.20	C. Opil, lb. ....	.90
Chloride, oz. ....	.20	Cocunut, lb. ....	.35	Pelletierine, Sulphate, 15 gr. bot., each, ....	2.00	For Mistura Creta, lb. ....	.45
Glycerophos., oz. ....	.45	Cod Liver, Norway, gal. ....	2.25	Tannate, 15 gr. bot., ea each, ....	1.50	Ipecac Co., lb. ....	2.75
Hypophos., oz. ....	.60	" Mace, Essential, oz. ....	.40	Pepsine, Boudaults, oz. ....	2.35	Jalap Co., lb. ....	1.90
Iodide, oz. ....	.60	Cognac, green, oz. ....	1.75	Scale, Pure Soluble, lb. ....	4.55	Kino Co., lb. ....	2.40
Metal, oz. ....	.50	White, oz. ....	.60	Pure, Soluble, oz. ....	.40	Licorice Co., lb. ....	.80
Oxide, commercial, lb. ....	.13	Copaiba, oz. ....	.20	Peptone, meat, dry, oz. ....	.30	Opil Co., lb. ....	2.75
Black, pure, lb. ....	1.95	Coriander, oz. ....	1.20	Perhydrol, 50 gramme bots., each, ....	.75	Rhei Co., lb. ....	.75
Peptonized, oz. ....	.50	Cotton Seed, gal. ....	1.90	Petrolatum, Yellow, lb. ....	.22	Scammony Co., oz. ....	.30
Phosphate, oz. ....	.20	Croton, oz. ....	.25	White, lb. ....	.50	Seidlitz, lb. ....	.35
Sulphate, oz. ....	.15	Cube's, oz. ....	.90	Phenocetine, oz. ....	.25	Tragacanth Co., lb. ....	1.25
Manna, oz. ....	.15	Olei Resin, oz. ....	1.00	Powd., oz. Phenalgine, ....	1.85	Thompson's Composition, lb. ....	.65
Menthol, lb. ....	10.50	Cumin, oz. ....	.85	Tablets, oz. Phenalgine, ....	1.85	Putty Powder, lb. ....	.90
Mercury, lb. ....	1.30	Dill, oz. ....	.75	Phenazone, oz. ....	.35	Pyoktannin, blue, oz. ....	3.25
Acetate, oz. ....	.30	Eucalyptus, oz. ....	.10	Phenel, Bismuth, oz. ....	.80	Pyramidon, Swiss, oz. ....	1.50
Bichlor. (Corros. Sub- limate), lb. ....	1.35	Fennel, lb. ....	.65	Phenol, Chloride, oz. ....	.45	Salicylate, oz. ....	1.50
Pulv., lb. ....	1.40	Fusel, lb. ....	.45	Phenolphthalein, oz. ....	.25	Pyridin, C.P., oz. ....	.25
Biniodide, oz. ....	.45	Hemlock, pure, lb. ....	1.35	Phloroglucin, 1/2 oz., each Vanillin, 1/2 oz., each, ....	.80 .50	Pyrogallol, Bismuth, oz. ....	1.85
Bromide, oz. ....	.80	No. 2, lb. ....	1.00	Phosphorus, lb. ....	.90	Pyrolognine, oz. ....	1.20
With Chalk, oz. ....	.10	Goose, lb. ....	.75	Pentoxide, oz. ....	.60	Quassia Chips, lb. ....	.20
Chloride (Calomel) lb. ....	1.65	Jasmine, oz. ....	4.40	Red, oz. ....	.30	Quassin, 15 gr. bot., each, ....	1.85
Chl. Am. (White Precip.), oz. ....	.20	Juniper, Berries, oz. ....	.25	Pilocarpine, Alkaloid, 5 gr. bot., each, ....	.75	Quinine, Alkaloid, oz. ....	1.35
Cyanide, oz. ....	.45	Wood, 1 b. ....	1.40	Hydrobromate, 5 gr. bot., each, ....	.90	Arsenate, oz. ....	1.50
Iodo Viride, oz. ....	.55	Lavender, Eng. oz. ....	5.50	Muriate, 5 gr. bot., each, ....	.38	Bisulphate, oz. ....	.90
Nitrate Cryst., oz. ....	.30	Exotic, oz. ....	.25	Nitrate, 5 gr. bot., each, ....	.38	Cacodylate, oz. ....	4.20
Nitric Oxide (Red Precip., lb. ....	1.80	Lavender, French, oz. ....	.60	Salicylate, 5 gr. bot., each Sulphate, 5 gr. bot., each, ....	.60 .16	Citrate, oz. ....	2.25
Oleate, 10 p.c., oz. ....	.28	Garden, oz. ....	.15	Pipe Clay, in squares, lb. ....	1.80	Dihydrochlorate, oz. ....	2.25
Oleate, 20 p.c., oz. ....	.33	Lemon, Opt., lb. ....	1.50	Piperine, 1 oz., each, ....	.07	Ferro Cyanide, oz. ....	2.05
Oxide Flav., oz. ....	.30	Grass, oz. ....	.20	Pitch, black, lb. ....	.45	Glycerophosphate, oz. ....	1.50
Oxychloride, oz. ....	.50	Linseed boiled, gal. ....	1.45	Burgundy, lb. ....	.45	Hydrochloride, oz. ....	1.10
Oxybenzamide, oz. ....	.65	Raw, gal. ....	1.42	Platinic Chloride, 5 p.c. sol., oz. ....	3.80	Hydrochloride, oz. ....	1.10
Salicylate, oz. ....	.45	Mace, Essential, oz. ....	.40	Plumbago, lb. ....	.12	Hypophosphite, oz. ....	1.40
Sulph. Flav. (Turpeth Min'l), oz. ....	.40	Mace, Expressed, oz. ....	.30	Polyphyl., oz. ....	1.45	Phosphate, oz. ....	2.25
with Sulph. (Ethiops Min'l), oz. ....	.25	Malefern, oz. ....	.45	Poppy heads, per doz. ....	.70	Sulphate, oz. ....	.95
Sulphate, bi., oz. ....	.35	Mustard, artificial, oz. ....	.35	Potassium, pure, 1/2 oz., ea. Acetate, lb. ....	.30 .85	Salicylate, oz. ....	1.10
Sulphocyanide, oz. ....	.45	Essential, oz. ....	2.35	Arsenate, oz. ....	.20	Tannate, oz. ....	1.20
Tannate, oz. ....	.35	Myrsbane, lb. ....	.45	Arsenite, oz. ....	.20	Valerinite, oz. ....	1.60
Mesotan, 1 oz. ....	1.50	Neatsfoot, gal. ....	2.00	Bicarb., lb. ....	.50	Rescorin, oz. ....	.35
Methylene, Iodide, oz. ....	1.25	Neroli, oz. ....	.25	" Pulv., lb. ....	.50	Resublimed, oz. ....	3.25
Microcosmic Salts, oz. ....	.20	Nutmeg, oz. ....	.25	" C.P., Cryst., lb. ....	1.25	Rice Flour, lb. ....	.15
Milk sugar, lb. ....	.40	Olive, pure, gal. ....	5.25	Bichromate, lb. ....	.25	Rodinal, 3 oz. bottle for Root, Aconite, lb. ....	.90 .45
Mistura, Ferri Co., lb. ....	.60	Orange, oz. ....	.35	Potassium Bisulphate, lb. ....	1.60	Pulv., lb. ....	.50
Glycerhiza Co (U.S.P.), lb. ....	.60	Bitter, oz. ....	.80	Bisulphite, lb. ....	1.45	Alkanet, lb. ....	.55
Morphia, Alkaloid, oz. ....	10.50	Origanum, White, oz. ....	.20	Bitart. pulv., lb. ....	.35	Angelica, lb. ....	.90
Acetate, oz. ....	4.50	Red, lb. ....	2.50	Bromide, lb. ....	.45	Arnica, lb. ....	1.25
Bromide, oz. ....	20.00	No. 2 lb. ....	.60	Carbonate, lb. ....		Belladonna, oz. ....	.15
Muriate, oz. ....	4.50	Palm, lb. ....	.23	Caustic, Purif. by alcohol, lb. ....	.85	" powd., lb. ....	.50
Sulphate, oz. ....	4.50	Patchouli, oz. ....	1.00	sticks, lb. ....	.65	Blood, lb. ....	.30
Tartrate, oz. ....	10.00	Pennyroyal, oz. ....	.25	Chlorate, lb. ....	.25	Pulv., lb. ....	.40
Valerianate, oz. ....	20.00	Pepper, black, oz. ....	1.20	Potassium, Chlor., pulv., lb. ....	.25	Burdock, lb. ....	.35
Monochlorophenol, oz. ....	.60	Oleo Resin, oz. ....	2.50	Pulv., C.P., lb. ....	.35	Elecampane, lb. ....	.32
Moss, Iceland, lb. ....	.60	Peppermint, American, oz. ....	.30	C.P., lb. Crystal, ....	1.60	" pulv., lb. ....	.36
Irish, lb. ....	.20	English, oz. ....	2.00	Bisulphite, lb. ....	1.45	Galangal, lb. ....	.35
Bleached, lb. ....	.60	Todds, oz. ....	1.50	Bitart. pulv., lb. ....	.35	Curcuma, pulv., lb. ....	.30
Musk, Canton, oz. ....	2.00	Petrolatum, Amer., gal. ....	3.50	Bromide, lb. ....	.45	Dandelion, lb. ....	.35
Musk, pure grain, grain Myrtol, oz. ....	.10 1.25	Pimento, oz. ....	.45	Carbonate, lb. ....		Dock, yellow, lb. ....	.30
Napthaline, E.P., Cryst., oz. E.P., pulv., oz. ....	.15 1.10	Rangoon, pure, lb. ....	.60	Caustic, Purif. by alcohol, lb. ....	.85	" cut, lb. ....	.47
Balls, lb. ....	.15	Rhodii, oz. ....	.45	sticks, lb. ....	.65	Calamus, lb. ....	.75
Flake, lb. ....	.15	Rose, No. 2, 1/2, each Rose, Virgin, 1/2, each, ....	3.50 4.00	Chlorate, lb. ....	.25	Colochiel, lb. ....	.65
Napthol, Alpha, Recryst. Medic'l, oz. ....	.33 .20	Rosemary, Opt, oz. ....	.15	Potassium, Chlor., pulv., lb. ....	.25	Columbo, lb. ....	.20
Beta, Recryst, Medicinal, oz. ....	.45	Com'l, lb. ....	2.00	Pulv., C.P., lb. ....	.35	Gentian, lb. ....	.30
Beta, Benzotate, oz. ....	.20	Santal, opt, oz. ....	1.00	C.P., lb. Crystal, ....	.35	" pulv., lb. ....	.25
Nickel, Metal, oz. ....	.20	Santal, WI, oz. ....	.75	Chloride, lb. ....	.40	Ginseng, oz. ....	.60
Bromide, oz. ....	.80	Sassafras, lb. ....	2.75	Chloroplatinate 15 gr. bots., each, ....	2.60	Golden Seal, whole, lb. ....	8.50
Carbonate, oz. ....	.15	Artificial, lb. ....	1.35	Chromate, Yellow, C.P., oz. ....	1.25	Powd., lb. ....	9.00
Chloride, oz. ....	.20	Savin, oz. ....	.60	Citrate, lb. ....	.45	Helibore, White, Pulv. lb. ....	.35
		Skunk, lb. ....	.50	Cyanide mixture, ....	.30	Ipecac, oz. ....	3.08
		Spearment, oz. ....	1.25	Glycerophosphate, oz. ....		Jalap lb. ....	.90
		Sperm., gal. ....	4.75			Jalap, pulv., lb. ....	.90
		St. Johnswort, lb. ....	.75			Leptandri, lb. ....	.30
		Spruce, lb. ....	2.00				
		Transy, oz. ....	1.40				
		Tar, lb. ....	.15				
		Wine, oz. ....	.25				
		Wintergreen, oz. ....	.40				



Licorice, extra select, lb...	.45	Snuff, Copenhagen, lb...	\$1.75	Nitrate, lb...	\$0.70	Granulated, lb...	\$0.75
Root Licorice, extra select, lb	.45	Macc, lb...	1.20	Oxalate, oz...	.10	" free from Arsenic,	
Root, pulv., lb...	.40	Scotch, lb...	1.30	Salicylate, oz...	.15	oz...	.25
Mandrake, lb...	.40	Lorillards, lb...	1.90	Sulphide, oz...	.15	Hypophosphite, oz...	.60
Mandrake, g'd, lb...	.45	Soap, Arsenical, lb...	.40	Strychnine, oz...	2.10	Iodide, oz...	.60
Marshmallow, gr'd, lb...	.75	Castile, pulv., lb...	.40	Arsenate, oz...	2.70	Lactate, oz...	.35
Orris, lb...	.25	Curd, lb...	.40	Arsenite, oz...	2.70	Metal, pure, oz...	.10
" pulv., lb...	.30	Cocosnut, lb...	.25	Glycerophosphate, oz...	3.10	Nitrate, pure, oz...	.25
Pareira Brava...	.60	Soft, lb...	.30	Hydrochlorate, oz...	2.00	Oleate, oz...	.15
Pleurisy, lb...	.50	Viride, lb...	.25	Hypophos, oz...	2.40	Oxide, lb...	.22
Rhatany, lb...	.40	Whale Oil, lb...	.20	Nitrate, oz...	2.25	" pure, lb...	.35
Rhei, E.I., lb...	1.10	Soda, Acetate, lb...	.35	Sulphate, oz...	1.55	" Hubbards, lb...	.75
Rhei, E.I., pulv., lb...	1.25	Aluminate, oz...	.12	Phosphate, oz...	2.25	" dry process, lb...	.40
" Turkey (so-called)		and Ammonia Phos. (Micro-		Valerianate, 1/2 oz...	.80	Permanganate, oz...	.70
oz...	.30	scini Salts), lb...	.85	Stypticin, 15 gr. bot., each	.60	Phosphate...	.25
" pulv., oz...	.35	Arsenate, pure, dry, oz...	.15	Tablets, box, each...	.65	Phosphide, oz...	.35
Sarsaparilla, Honduras		Arsenite, pure, oz...	.20	Succus, Conium, lb...	1.10	Salicylate, oz...	.80
lb...	1.10	Ash, lb...	.06	Tarax, lb...	1.60	Stearate, oz...	.15
Mexican, lb...	.80	Benzoate, oz...	.10	Sulfonal, oz...	1.50	" Comp., oz...	.60
Senega, lb...	1.50	Biscarb, oz...	.07	Sulphaminol, oz...	2.00	Sulphate, pure, oz...	.20
Serpentaria, lb...	1.10	" Chance's, lb...	.10	Sulphur, Chloride, oz...	.15	" C.P., Cryst., lb...	.30
Sombul, oz...	.50	Bichromate, fused, oz...	.15	Iodide, oz...	.50	" C.P., Gran., lb...	.30
Spigelia, lb...	1.45	Biphosphate, oz...	.15	Precipitated, lb...	.40	" C.P., dried, lb...	.40
Squills, white, lb...	.20	Bisulphate, pure, oz...	.15	Opt., lb...	.50	Sulphide, pure, oz...	.15
Pulv., lb...	.45	Bisulphite, lb...	.25	Powdered, lb...	.06	Sulphite, oz...	.20
Saccharine, oz...	.30	Pure, dry, oz...	.10	Sublimed, lb...	.08	Sulphocarb, oz...	.15
Saffron, Amer, oz...	.20	Bitartrate, Cryst., oz...	.15	Extra, lb...	.14	Valerianate, pulv., oz...	.70
Spanish, oz...	2.25	Bromide, gran., lb...	.45	Rol, lb...	.07	" Cryst., oz...	.45
Sal Acetosella lb...	1.05	Cocodylate, oz...	.60	Vilum, lb...	.20		
Carlsbad, artificial, lb...	.30	Carb., C.P., Cryst., lb...	.35	Tamarids, lb...	.18	TINCTURES	
Epsom, lb...	.1	" C.P., dried, lb...	.35	Tannalbin, oz...	.75	Aconite...	.80
Howard's, lb...	.1	Caustic, gran., lb...	.21	Tannigen, oz...	1.00	Aloes...	.90
Glauber, lb...	.05	" Sticks, lb...	.50	Tannoform, oz...	.60	Aloes and myrrh...	1.15
Sal Nitre, cryst., lb...	.21	" alcohol, lb...	.65	Tar, Barbadoes, lb...	.40	Arnica...	.65
Sal Nitre, gran., lb...	.18	Chlorate, oz...	.10	Stockholm, lb...	.60	Asafoetida...	1.20
Prunella, lb...	.65	Choleate, oz...	.45	Terebene, oz...	.20	Belladonna leaves...	.90
Rochelle, lb...	.35	Chloride, pure, oz...	.10	Terpin, Hydrate, oz...	.20	Benzoine...	1.05
Soda, lb...	.04	Cinnamate, 1/2 oz., each...	.15	Terpinol, Liquid, oz...	.30	Benzoin, comp...	1.25
Salicine, oz...	.55	Citrate, oz...	.15	Theobromine, oz...	.75	Blood Root...	1.35
Salol, oz...	.15	Ethylate, dry, oz...	1.35	and Soda Salicylate, oz...	.45	Buchu...	1.35
Salophen, oz...	1.75	Fluoride, oz...	.10	Thiocin, oz...	5.50	Calendula...	1.75
Sanguinarine, Alkaloid, 5 gr.		Formate, oz...	.15	Theocine, Soda Acetate, oz...	4.50	Cannabis Indica...	2.25
bot., each...	.35	Glycerinophosphate, oz...	.25	Thiocol, substitute, oz...	1.35	Capsicum...	.85
Nitrate, 5 gr. bots., each	.45	Hypochlorite, Solution, oz...	.20	Thioform, 25 gram...	.75	Capsicum and myrrh...	1.40
Satonine, oz...	20.00	Hypophosphite, oz...	.10	Thiol, oz...	.40	Cardamom...	.60
Santyl, Liquid, oz...	2.20	Hyposulphate, oz...	.55	Thiosinamine, oz...	1.00	Cardamom, comp...	.70
Capsules, 30 in box...	.75	Hyposulphite, lb. C.P.	.30	Thorium, Nitrate, oz...	2.10	Catecha...	.70
Saponin, 1/2 oz. bot., each...	.13	Iodide, oz...	.4	Thymol, oz...	.45	Cimifuga...	1.15
Scopolamine, hydrochlor, 5		Lactate, Syr., oz...	.25	Thyroidine, oz...	1.35	Cinchona, comp...	1.00
gr. bots., each...	.65	Meconate, oz...	2.25	Tin, Metal Sticks, oz...	.20	Cinnamon...	.95
Seeds, Angelica, lb...	1.00	Metaphosphate, oz...	.20	Granulates, lb...	2.50	Colchicum root...	1.00
Anise, lb...	.32	Nitrate, Crude, lb...	.15	Powder, fine, oz...	.35	Colchicum seed...	1.00
" pulv., lb...	.37	Nitrate, Pure Cryst., oz...	.10	Rasped, oz...	.25	Columbo...	.70
" Star, lb...	.60	Nitro-prusside, oz...	.65	Toluene, lb...	.45	Cudbear...	.50
Burdock, lb...	.40	Nitrate, oz...	.10	Tow, lb...	.50	Digitalis...	.85
Canary, lb...	.15	Oleate, oz...	.15	Tribromphenol, oz...	1.60	Ferric chloride...	.85
Cardamon, Decort, lb...	1.50	Oxalate, oz...	.20	Bismuth, oz...	1.00	Gelsemium...	.85
Pulv., lb...	2.55	Perborate, Medicin, oz...	.15	Triferrin, oz...	1.00	Gentian...	.60
Celery, lb...	.60	Permanganate, oz...	.30	Trikresol, oz...	.20	Gentian, comp...	.65
Caraway, lb...	.25	Soda, Phosphate, gran., lb...	.12	Trional, oz., substitute...	1.50	Ginger...	1.05
Caraway, pulv., lb...	.30	C. P., Cryst., lb...	.50	Triphenin, oz...	.75	Green Soap...	.60
Colochiel, lb...	1.25	C.P., pulv., lb...	.55	Tumenal, 25 grammes for...	.55	Guaiac...	1.30
" pulv., lb...	1.50	Salicylate, lb...	.80	Turpentine, chian, oz...	1.50	Guaiac, ammon...	1.20
Conium, lb...	.25	Natural, oz...	1.00	Venice, lb...	.35	Hydrastis...	2.60
Coroander, lb...	.17	Silicate, lb...	.13	Unguentum, Crede, oz...	2.00	Hysocyamus...	.90
" pulv., lb...	.20	Succinate, oz...	.25	Uranium Acetate, oz...	.75	Iodine...	.75
Croton, lb...	.25	Sulphate, C.P., Cryst., lb...	.35	Chloride, oz...	.60	Iodine, colorless...	.80
Cumin, lb...	.35	Sulphate, C.P., dried		Nitrate, oz...	.45	Iodine, Churchill's...	2.00
" pulv., lb...	.40	lb...	.30	Urea Crystals, Pure, oz...	.35	Ipecac...	1.30
Dill, lb...	.40	Sulphite, Cryst, or Gran.		Nitrate, oz...	.65	Iron, citre-chloride...	.85
Fennel, lb...	.25	lb...	.12	Urecedin, oz...	.60	Iron, muriate...	.35
" pulv., lb...	.30	" C.P., lb...	.25	Urethane, oz...	.60	Jalap...	1.70
Flax, lb...	.10	" Dried, C.P., lb...	.35	Vanilline, oz...	1.00	Kino...	1.45
Flax, pure ground, lb...	.10	Sulphocarb, oz...	.15	Veratria, pure, 1-8 oz each...	.90	Krameria...	.90
Foenugreek, pulv., lb...	.20	Tartrate, C.P., oz...	.15	Verdigris, balls, lb...	.60	Lavender Comp...	1.05
Hemp, lb...	.20	Sodium, Metal, oz...	.60	Pulverized, lb...	.60	Lemon peel...	1.70
Hyoscyamus, oz...	.25	Solution Dobell's, lb...	.40	Veronal, substitute, oz...	.45	Lobelia...	.85
Lobelia, lb...	1.75	Fehlings, No. 1, oz...	.05	Vinegar, Cantharides, lb...	.90	Myrrh...	1.45
Maw, lb...	1.00	Fehlings, No. 2, oz...	.10	Wax, Bayberry, lb...	.80	Myrrh and capsicum...	1.40
Mustard, White, lb...	.22	Hydrarg, Bichlor., lb...	.65	Brazi, or Carnauba, lb...	.60	Nutgall...	1.20
Pumpkin, lb...	.35	Nitroglycerine, 1 p.c. oz...	.20	Ceracine, lb...	.60	Nux Vomica...	.80
Quince, lb...	3.00	Vlemmicks (Calc. Sulph.),		Japan, lb...	.45	Opium, camphorated...	1.20
Rape, lb...	.20	lb...	.65	Paraffine, lb...	.10	Opium (laudanum)...	1.30
Stavesacre, lb...	.75	Somatose, oz...	.60	White, No. 1, lb...	.90	Orange Peel...	1.05
" pulv., lb...	.80	Sparteine, Sulph., 1/2 oz., oz...	1.75	White, No. 2, lb...	.50	Quassia...	.65
Stramonium, lb...	.30	Sparmaceti, lb...	.80	Yellow (Beeswax), lb...	.50	Rhubarb...	.70
Strophanthus, lb...	.80	Spirits Ammon., Aromat, lb...	.85	Xylol, oz...	.15	Rhubarb, aromatic...	1.40
Wormseed, lb...	.35	Camphor, lb...	1.15	Yohimbine, Cryst., 1 gram		Sanguinaria...	1.35
Selenium, in sticks, oz...	1.50	Chloroform, lb...	1.05	tube, each...	1.05	Serpentaria...	1.20
Sunflower, lb...	.18	Stannous, Chloride, C.P., oz...	.25	Tablets, (tubes of 10),		Squill...	.80
Silver Bromide, oz...	2.00	Stannic, Chloride, oz...	.60	each...		Stavesacre...	1.10
Chloride, oz...	1.15	Starch, powd., lb...	.15	Zinc, Acetate, pure, oz...	.1	Stramonium...	.80
e, 1/2 oz., each...	.25	Stearine, lb...	.30	Benzoate, oz...	.80	Tolu...	1.25
Iodide, oz...	3.20	Strontia Bromide, lb...	.60	Bromide, oz...	.20	Valeria...	.80
Silver Neucilate, oz...	.70	Carbonate, oz...	.10	Carbonate, lb...	.85	Valerian, ammoniated...	.85
Nitrate, crys., oz...	1.10	Fused, oz...	.20	" Precip., oz...	.15	Veratrum, Viride...	1.15
Fused, oz...	1.30	Chlorate, oz...	.20	Chloride, fused, oz...	.20	Warburg's...	3.10
Oxide, oz...	2.50	Chloride, oz...	.20	" Granul., oz...	.10		
Sulphate, oz...	2.60	Lactate, oz...	.20	Cyanide, oz...	.25		
				Ferrocyanide, oz...	.40		



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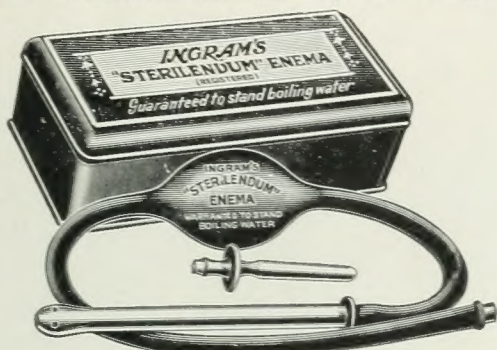
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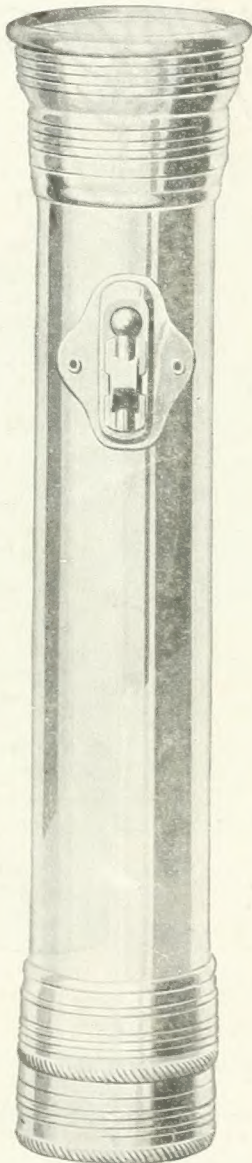
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